

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

FEBRUARY 1, 1950



Xanthorhiza Simplicissima

SEEDS TREE—SHRUB—PERENNIAL **HERBST BROTHERS**
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Syracuse	Pink Dawn		Pres. H. Hoover
	Radiance Pink		Tallisman
	Sony, de Mme. Chambard		Tallisman No. 5
	The Doctor		Treasure Island

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FLORIBUNDAS	DWARF POLYANTHAS
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Else Poulsen	Red Ripples
Kirsten Poulsen	Rose Elfe
Lafayette Improved	
	Cameo
	Chatillon
	Cheer
	Edith Cavell
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PATENTED ROSES

RETAIL PRICE	Per 10	Per 100
*\$1.25 rose wholesales for	\$ 7.00	\$ 60.00
** 1.35 rose wholesales for	7.50	65.00
*** 1.50 rose wholesales for	9.00	75.00
**** 1.75 rose wholesales for	10.00	85.00
***** 2.00 rose wholesales for	11.00	100.00

HYBRID TEAS

American Flagship	***Crimson Glory	**San Fernando
Better Times	*Diamond Jubilee	***Santa Anita
California	*Fairy-Dream	****Tallyho
Charlotte Armstrong	*Grand Duch. Charlotte	*****Texas Centennial
Countess Vandal	*McGredy's Sunset	***Will Rogers

CLIMBERS

Blaze	*C. Crimson Glory
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FLORIBUNDAS

Chatter	*Geranium Red
**Donald Prior	**Permanent Wave
****Fashion	***Pinkie

BROWNELL SUB-ZERO HYBRID TEAS

*****Anne Vanderbilt	*****Shades of Autumn
****Lily Pons	****V for Victory
****Pink Princess	

BROWNELL SUB-ZERO HARDY CLIMBERS

*****Golden Glow	*****Golden Pyramid
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Our descriptive SPRING WHOLESALE BULLETIN will be mailed in early February. For a complete listing of CLIMBING, HYBRID and HYBRID RUGOSA ROSES refer to this list.

One of America's Foremost Nurseries

Mount Arbor Nurseries

ESTABLISHED 1875

• SHENANDOAH IOWA •



AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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Mail copy to arrive at Chicago by that date—no later!

C. L. VANDERBROOK & SON Manchester, Conn.

QUALITY MERCHANDISE AT REASONABLE PRICES

ACTUAL GRADE COUNTS ON ALL WAREHOUSE STOCK

All prices subject to change without notice. Boxing or baling additional. TERMS: 2 per cent 10 days, net 30 days. Interest at 6 per cent on delinquent accounts.

EVERGREENS

These can be shipped INSIDE the Japanese Beetle area ONLY.

	Each	Each	
25 Juniper, Irish, 5 ft.	\$2.50	1290 Taxus Cuspidata, 15 to 18 ins.	\$2.00
25 Juniper, Irish, 3 ft.	1.75	25 Taxus Cuspidata Nana, Dwarf, 12 to 18 ins.	.25
4 Juniper, Stricta, 2 to 3 ft.	2.00	88 Taxus Cuspidata, Upright Columnar, 2 to 3 ft.	.75
6 Juniper, Stricta, 18 to 24 ins.	1.50	196 Taxus Cuspidata, Upright Columnar, 18 to 24 ins.	.50
50 Taxus Baccata, 18 to 24 ins.	2.50	250 Taxus Cuspidata, Upright Columnar, 18 ins.	.00
100 Taxus Brevifolia, 18 ins.	2.00	71 Taxus Media Hatfieldi, 12 to 18 ins.	.00
100 Taxus Brevifolia Nana, 12 to 18 ins.	2.50	29 Taxus Sieboldii, 18 ins.	.50
180 Taxus Capitata, 18 to 24 ins.	3.75	75 Thuja Vervaeana, 3 to 4 ft.	.00

CHECK THESE SPECIALS

	Each	Each	
5 Ilex Verticillata, 6 to 8 ft.	\$3.00	700 Retinospora Plumosa Aurea, 3-yr., lining-out.	
100 Retinospora Plumosa, 3-yr., lining-out, 6 to 12 ins.	.25	6 to 12 ins. \$0.30	

Weeping Willows—see *Salix Babylonica* listing under Shrubs.

ROSA MULTIFLORA JAPONICA

Budding Stock	Per 1000	Conservation Grades	Per 1000
3 to 4 mm.	\$25.00	8 to 15 ins., 1 to 3 mm.	\$20.00
4 to 6 mm.	32.00	12 ins. and over, 4 to 12 mm.	30.00
6 to 8 mm.	38.00	Write for special quantity prices in both grades.	

FAMOUS CONNECTICUT VALLEY-GROWN BARBERRY SEEDLINGS

Barberry Thunbergi, 2-yr., not transplanted

Stocky seedlings—Can be used in place of 1-yr. seedlings.

	GREEN-LEAVED	Per 1000
8200 12 to 18 ins.		\$20.00
14,450 9 to 12 ins.		10.00
66,500 6 to 9 ins.		7.00

Certified for shipment by U. S. Government Permit No. 76.

2-YEAR, FIELD-GROWN SHRUBS and VINES

	Each	Each	
50 Akebia Quinata, No. 1.	.35	525 Ligustrum, California, 12 to 18 ins.	\$0.04
37 Akebia Quinata, No. 2.	.30	6 Lonicera Heckrottii, No. 1.	.30
80 Almond, Pink, 3 to 4 ft.	.50	9 Lonicera Heckrottii, No. 2.	.25
370 Almond, Pink, 2 to 3 ft.	.40	29 Lonicera Morrowi, 2 to 3 ft.	.25
418 Almond, Pink, 18 to 24 ins.	.30	16 Lonicera Morrowi, 18 to 24 ins.	.20
157 Almond, Pink, 12 to 18 ins.	.25	20 Lonicera Tat. Rubra, 18 to 24 ins.	.20
6 Almond, White, 18 to 24 ins.	.30	16 Lonicera Tat. Rubra, 12 to 18 ins.	.15
100 Ampelopsis Quinquefolia, No. 1.	.20	18 Philadelphus Grandiflora, 3 to 4 ft.	.25
100 Ampelopsis Quinquefolia, No. 2.	.15	133 Philadelphus Grandiflora, 2 to 3 ft.	.20
15 Ampelopsis Veitchi, 2 to 3 ft.	.30	180 Philadelphus Grandiflora, 18 to 24 ins.	.15
27 Aralia Pentaphylla, 18 to 24 ins.	.15	50 Philadelphus Grandiflora, 12 to 18 ins.	.10
50 Aralia Pentaphylla, 12 to 18 ins.	.10	3640 Philadelphus Virginiana, 18 to 24 ins.	.30
1510 Berberis Thunbergi, 3-yr. F.G., 12 to 18 ins.	.15	4150 Philadelphus Virginiana, 12 to 18 ins.	.22
Berberis Thunbergi, 3-yr. F.G., 9 to 12 ins.	.08	695 Salix Babylonica, 4 to 5 ft.	.60
10 Celastrus scandens, No. 2.	.25	1525 Salix Babylonica (True), 3 to 4 ft.	.45
3 Clethra Alnifolia, 12 to 18 ins.	.25	1138 Salix Babylonica (True), 2 to 3 ft.	.35
3 Clethra Alnifolia, 9 to 12 ins.	.15	500 Salix Babylonica, 18 to 24 ins.	.25
27 Cornus Flav. Lutea, 2 to 3 ft.	.25	11 Spiraea Anthony Waterer, 9 to 12 ins.	.15
14 Cornus Flav. Lutea, 18 to 24 ins.	.20	289 Spiraea Froebell, 18 to 24 ins.	.25
144 Cornus Sibirica, 2 to 3 ft.	.20	16 Spiraea Trichocarpa, 18 to 24 ins.	.20
64 Cornus Sibirica, 18 to 24 ins.	.15	40 Spiraea Vanhouttei, 12 to 18 ins.	.15
165 Cornus Stolonifera, 3 to 4 ft.	.25	80 Symphoricarpos Chenaultii, 2 to 3 ft.	.25
268 Cornus Stolonifera, 2 to 3 ft.	.20	68 Symphoricarpos Chenaultii, 18 to 24 ins.	.20
20 Cornus Stolonifera, 18 to 24 ins.	.15	25 Symphoricarpos Chenaultii, 12 to 18 ins.	.15
160 Cydonia Japonica, 9 to 12 ins.	.15	25 Symphoricarpos Racemosus, 18 to 24 ins.	.20
79 Forsythia Spectabilis, 2 to 3 ft.	.20	183 Symphoricarpos Vulgaris, 2 to 3 ft.	.25
264 Forsythia Spectabilis, 18 to 24 ins.	.15	156 Symphoricarpos Vulgaris, 18 to 24 ins.	.20
45 Forsythia Suspensa, 18 to 24 ins.	.15	15 Symphoricarpos Vulgaris, 12 to 18 ins.	.15
855 Hydrangea A.G., 12 to 18 ins.	.20	35 Tamarix Amurensis, 3 to 4 ft.	.30
265 Hydrangea P.G., 18 to 24 ins.	.35	7 Viburnum Americanum, 12 to 18 ins.	.15
166 Hydrangea P.G., 12 to 18 ins.	.25	15 Viburnum Dentatum, 18 to 24 ins.	.20
180 Hydrangea P.G., 9 to 12 ins.	.20	86 Viburnum Dentatum, 12 to 18 ins.	.15
290 Ligustrum Amurense, 3 to 4 ft.	.13%	20 Weigela Rosen, 18 to 24 ins.	.25
2870 Ligustrum Amurense, 2 to 3 ft.	.12	4 Wistaria Sinensis, No. 1.	.25
1960 Ligustrum Amurense, 18 to 24 ins.	.10	22 Wistaria Sinensis, No. 2.	.20
1625 Ligustrum Amurense, 12 to 18 ins.	.05		
160 Ligustrum, California, 3 to 4 ft.	.08		
250 Ligustrum, California, 2 to 3 ft.	.06		

AMERICAN NURSERYMAN

F. R. KILNER, *Editor and Publisher*
Joan L. Kilner, *Assistant Editor*

Editorial

CONVENTION REPORTS.

This issue of the American Nurseryman contains by far the largest number of meeting reports to appear at one time—a reflection of the increased number of trade gatherings and their concentration in the month of January.

To present all these reports without delay, concise accounts of news features and brief summaries of addresses, talks and discussions are the rule in this issue. As indicated in the reports, some of the addresses will be published in full later, because of their general importance and value to readers. Some of the instructive discussions, also, may be reported in amplified form.

By this editorial policy it is hoped to publish the news while it is interesting news and then to pass on to the wider circle of the magazine's readers the informative and instructive material that the past month's audiences found most valuable.

"PLANT AMERICA."

Last month the American Association of Nurserymen held an inaugural dinner to introduce the slogan, "Plant America," to the press and to the public. As a slogan for the newspaper writers, the radio broadcasters, for politicians and public officials, "Plant America" offers a rallying cry which will bring response. In the projects initiated or supported by the national organization "to make America more beautiful and fruitful," the slogan "Plant America" appeals to magazine writers and all those others who fear the tinge of sordid commercialism.

As some nurserymen have pointed out, for sales purposes, "It's Not a Home Till It's Planted" bears the essence of several incentives considered as a psychological basis of selling. It appeals to the snobbishness or fear of the family building or acquiring a better home. It appeals to the aesthetic sense, to the desire for beauty, to the interest in growing things.

One slogan does not conflict with the other. The individual nurseryman is free to use whichever he wishes. Neither is trade-marked nor copyrighted, and both are therefore

The Mirror of the Trade

available for trade use. Indeed, flattery has been paid to the slogan, "It's Not a Home Till It's Planted," by the parody or paraphrase of manufacturers in other fields. There is sales value in either slogan; use one or both.

MORE BUYERS TO BE MADE.

As an increase in supplies of nursery stock develops, there is opportunity for stimulating greater demand by making new buyers. The research director of MacFadden Publications recently told a marketing group that there is enough money in the hands of consumers to support more sales totals than at present. His assertion is borne out by the tremendous volume of money in savings accounts and the equally tremendous sum which the public has laid away in government savings bonds.

The lower income groups, according to the research director, have not been wholly effective as stimulants to heavier buying. He said there has been a lack of advertising promotion to educate these families toward higher living standards. The theory is that, in the absence of creation of new wants and desires, wage boosts do not necessarily become fully translated into stronger purchasing power.

As wage scales are advanced in industry after industry, more money is put into the hands of persons who have not been interested in gardening. As the lower income groups advance up the scale, they should become buyers of shrubs and trees. But they must be educated in their use and in enjoyment, so that the desire for the nurseryman's merchandise will be created or stimulated.

FEWER AND BETTER.

Over luncheon the other day, the manager of a large life insurance agency was asked what had happened since the war to decrease the number of solicitors of life insurance policies. Calls from them are rare today, whereas once they were so frequent as to be a nuisance. His reply was that far fewer salesmen are hired—no longer is the business a temporary refuge for the unemployed man while he sells policies to his relatives and friends—but they are better in caliber and are more permanent. Hit-and-miss calls are no longer the rule.

The salesman—a true salesman now—follows leads to real prospects.

Some firms hire only after giving aptitude or vocational tests to applicants. In some cases the services of vocational counselors are employed. The cost of hiring the individual salesman is greater, but fewer mistakes in hiring are made. The men so obtained are better fitted for training, last longer in the employment of the company and average much higher in rate of earnings year after year.

There is a lesson to other employers who are similarly confronted by the problems that result from higher levels of wages and salaries. Second-rate help is expensive even if it can be obtained for less money. It pays to seek more efficient, more interested help, not only for the immediately superior output, but for the more certainly better returns that come from training and experience.

Nurserymen have found that the more permanent help they can employ, the more efficient their organizations and the better profits in the long run. Transient help is cheap only by a comparative wage scale; it is expensive in performance and output.

Fewer or better salesmen, or employees of any category, reflect on the industry, also. The higher the caliber of the men who make contact with prospects in the nursery field, the higher the estimation of our industry by the public.

IDEAS AS WELL AS NEWS.

The accounts of nurserymen's meetings that fill issues at this time of year contain a striking diversity of information. Aside from the business transacted and other news, these reports contain summaries of addresses, talks and discussions on almost every phase of the nursery business. Check them over for the suggestions and new ideas they will bring to you. And your key employees will benefit by reading these reports as well. The more knowledge and spirit they put into their work, the more efficient and profitable will be your operations.

SINCE December 1, 1949, the C&H Landscaping Service, Lincoln Park, Mich., has been dissolved, according to one of the former partners, Elmer Heidelmeyer, 918 Lincoln Boulevard, Lincoln Park 25.

Big Buying Week at Chicago

The third week in January brought to Chicago the largest midwinter gathering of nurserymen in history. Registration at the desk of the Illinois State Nurserymen's Association passed 400. Total attendance was 650 to 700, according to the estimates of hotel men, based upon the occupancy by nurserymen of 400 rooms at the Hotel La Salle, 100 rooms at a neighboring hotel and a few elsewhere. About 320 attended the banquet Wednesday evening, while as many others passed up the excellent steak dinner and entertaining floor show for the night spots of the Windy city.

Added to the attractions of an excellent program by the Illinois association was the search of buyers for scarce items to fill their stock needs, matched by the willingness of many salesmen to accommodate as far as they were able from their lists already largely sold out. While nursery stock production has gradually increased since the war, public demand has kept pace on all items except some fruit trees.

Preliminary meetings of the week included those of the executive committee of the American Association of Nurserymen, All-America Rose Selections, Inc., National Landscape Nurserymen's Association, National Mail Order Nurserymen's Association and minor groups.

Officers Elected.

Officers and committees of the Illinois State Nurserymen's Association were commended for the smooth-running convention, in registration, program, exhibits and ac-

commodations. Hence, officers and directors were reelected without exception: President, Roy F. Clavey, Deerfield; vice-president, Victor E. de St. Aubin, Addison; treasurer, William J. Smart, Dundee; secretary, Miles W. Bryant, Princeton; directors for three years, Roy F. Clavey, Deerfield, and Roger Leesley, Libertyville.

Opening the first session, Tuesday afternoon, January 17, Roy F. Clavey, president of the Illinois State Nurserymen's Association, presented a short message, reporting the actions taken at the monthly meetings of the board of directors. The growth of the association was demonstrated by the increase in membership from 116 in 1941 to 191 in 1949 and in dues from \$1,160 to \$3,145. This was the biggest convention in the history of the association, he said, the hotels reporting room reservations for 600. The large audience before him bore out that assertion. The good business had in 1949 would be followed by a banner year for the industry in 1950, he predicted.

A. A. N. Activities.

Reports from officers of the American Association of Nurserymen formed a prominent portion of this session, the first being a brief account of current undertakings of the national body, by President James E. Ilgenfritz. Solutions of the present transportation problems posed by higher freight, express and postal rates were receiving extraordinary attention. Counsel had been engaged to study the freight rates and classifications and had appeared before a group of fifty shippers that morning to explain forms for members' reports on their freight shipments and costs, which they are being asked to fill out promptly to aid the study.

Progress in the introduction of the new slogan, "Plant America," mentioned by President Ilgenfritz, was told by Howard P. Quadland, New York, the new A. A. N. public relations counsel. He quoted at length from the speech of Governor Duff, of Pennsylvania, at the inaugural banquet at New York. Material would be supplied, said Mr. Quadland, to carry on the promotional work in the various states. The United States Department of Agriculture has initiated its cooperation through the state extension directors. Other organizations are expected to contribute largely to its advancement.

Dr. Truman Fossum, now with the United States census bureau, stated that, besides the usual agricultural census in April, a special horticultural questionnaire would be sent out in February, and he urged all nurserymen to fill it out fully and return it promptly.

Curtis Porterfield, executive assistant at A. A. N. headquarters, at Washington, D. C., spoke briefly, reporting a current membership of 1,228 and fifty applications before the executive committee.

Richard P. White, executive secretary, concentrated his remarks on an explanation of the effects of the amended wage-hour law, which, he said, did not much change nurserymen's status under the law. He urged each nurseryman to consider the various exemptions—agricultural, retail trade, occupational, etc.—and he would find few employees to be concerned about. He promised a full outline of provisions affecting nurserymen in an early A. A. N. newsletter. Dr. White closed with a glowing account of preparations for the association's seventy-fifth annual convention, at Washington, D. C., next July, and predicted a record-breaking attendance.

Lilacs and Crab Apples.

Outstanding was the illustrated talk on "The Best of the Lilacs and the Flowering Crab Apples," by Dr. Donald Wyman, of the Arnold Arboretum, Jamaica Plain, Mass. He asserted that the Oriental crab apples were fast becoming the most popular group of flowering trees in America, but the 250 or more species and va-



Victor de St. Aubin.



Roy Clavey.

ieties grown commercially caused confusion to the public. He urged growers to select "the best" and discard second-rate sorts from their catalogs. He offered and described a select list of forty-two varieties. Similar is the case of lilacs, and he offered a list of sixty-two as most representative. His prepared address, with recommendations and descriptions of varieties, will be published in full in a subsequent issue of the American Nurseryman. His beautiful colored slides of these plants and their flowers held his large audience spellbound to the conclusion of his talk.

Botanist Addresses Group.

The luncheon speaker January 18 was Dr. Wendell H. Camp, curator of experimental botany at the Academy of Natural Sciences, Philadelphia, Pa., and his subject "The Horticultural Plant as a Biological Object." He pointed out that the nurseryman who grows his stock from cuttings, grafts, buds or layers actually is growing the same plant over and over again. But in nature one species of plant may vary considerably. He mentioned the high-bush blueberry, native to the eastern coast from Nova Scotia to Florida, which requires 800 hours of dormancy before throwing buds at the northern extremity and only forty-five hours at the southern limits of its habitat. Obviously there is a factor here which is important in determining what is generally known as hardiness.

Asserting that most plant hybridizing in the past has been done for flower culture or conformation of the plant above the ground, Dr. Camp said that more attention should be given to breeding for improvement of that part of the plant below the ground. Scientists have made it possible to breed for definitely defined purposes, with relatively good chance of success.

He termed ignorance of plants on the part of the public as a sitdown strike which obstructed the sale of nursery stock. The public should be told where plants will succeed, as to soil, light, etc. This information is known to those long experienced in the trade, but the public has an appalling ignorance of such data. He thought testing stations should be maintained from coast to coast, for both old and new plants, to supply accurate data of that type.

Climate Control.

"Climate Control Through Planting" was discussed by Dr. Joseph H.

[Continued on page 77.]

Mail Order Meeting

Parcel-post rates and wage-hour regulations were the principal subjects for discussion at a meeting of the National Mail Order Nurserymen's Association the morning of January 16 in the press gallery of the Hotel La Salle, Chicago. President Howard W. Maloney, Dansville, N. Y., presided over the meeting of more than fifty persons.

In an effort to persuade Congress not to increase parcel-post rates mail-order nurserymen have made special efforts to gain the support of state farm bureaus and various commercial organizations. The committee which has been working on this problem was reappointed to continue its efforts. Members are John W. Kelly, Dansville, N. Y.; Kimball Andrews, Faribault, Minn.; Wayne Ferris, Hampton, Ia.; Clifford Emlong, Stevensville, Mich.; Harold Goldstein, Goshen, Ind.; Charles Burr, Manchester, Conn.; Clark Kidd, Tyler, Tex.; John Fraser, Huntsville, Ala.; J. W. Jung, Randolph, Wis.; Vernon Marshall, Arlington, Neb.; W. T. Christianson, Fargo, N. D.; W. J. Smart, Dundee, Ill.; Clayton Bunting, Selbyville, Del.; Paul Stark, Jr., Louisiana, Mo.; G. Hale Harrison, Berlin, Md.; Robert Pyle, West Grove, Pa.; J. A. Armstrong, Ontario, Calif.; John Pinney, Ottawa, Kan.; Donald Hastings, Atlanta, Ga.; A. D. Cartwright, Collierville, Tenn., and Wayne Melott, Forest Grove, Ore. As a result of their efforts the American Farm Bureau has included in its current news-letter a protest against increasing parcel-post rates. Some committee members reported in person on their work and others by letter, and most were able to report favorably. Kimball Andrews said that he would soon discuss the parcel-post rates situation in a radio broadcast with the editor of the Farm Bureau News. Support from the American Association of Nurserymen, the American Seed Trade Association, farm newspapers and other rural publications was also announced.

Richard P. White, executive secretary of the American Association of Nurserymen, said that he believed the weight limits on parcel post were fixed, so that nurserymen should bend their efforts to try to keep the dimensional limits from being reduced. The suggested reduction is from 100 inches to seventy-two inches in length, which would greatly affect those who mail fruit trees and stock of similar height.

Mr. White had been requested to speak on federal wage-hour regulations, and he said that he believed the latest regulations do not change the nurseryman's status, as the regulations for farmers apply to nurserymen. He pointed out that, if seventy-five per cent of a firm's business is in retail sales, that is, in sales of stock not for resale, the firm can qualify as a retail establishment, and then all of its employees are exempt. In other words, so to qualify, a firm must largely retail what it produces. The law classifies interstate purchasers of stock for immediate resale as jobbers or distributors, and Mr. White said that courts held this definition to the better of the law. In 1939 the nursery industry secured its position as a seasonal industry, so that the 14-week period for seasonal work applies before time and a half is applicable. Under the present regulations a 2-year statute of limitations has been fixed; before, the period for which retroactive decisions could be made was determined by the state law.

Some of the mail-order nurserymen said that it was difficult to know just what was legal or illegal for nurserymen under the law. Vance Beatty, Three Rivers, Mich., told how his firm had profitably employed the services of a Detroit attorney specifically to aid it in wage-hour matters during the war. After a short discussion it was decided to have the board of directors work as a committee to hire a lawyer to study the wage-hour law as it applied to mail-order nurserymen.

The remainder of the meeting was spent in discussing the annual convention of the association which will be held August 7 and 8 at the Hotel La Salle, Chicago. A luncheon with a guest speaker is planned. Since previous discussions on stock prices have become lengthy and since prices must of necessity be different for various regions, it has been decided for nurserymen in the various regions to discuss prices before the convention and for the regional vice-presidents to make the price reports at the annual meeting. Several members expressed the opinion that the industry is still backward in advertising and hoped for a good discussion and free exchange of ideas on this subject. Clifford Emlong suggested that the association take one subject as a project each year and follow it through, rather than try to cover many subjects.

Chicago N. L. N. A. Conference

The third of the midwinter conferences of the National Landscape Nurserymen's Association, held at the Hotel La Salle, Chicago, January 16, drew about seventy members to hear several instructive talks and engage in pertinent discussion.

Opening the morning session, President Vernon Marshall briefly traced the history of the association since its organization in 1939 and outlined its achievements to date and the objectives for the future.

"Does Advertising Pay?" was the subject of a talk by Hal Wagner, of the Local Loan Corp., Chicago, that gave the nurserymen sound fundamental advice on the subject. Advertise, he advised, in the terms of the other man's interest. He does not care about the age of your firm, its office or its organization; he wants to know what you will do for him. Other admonitions given by Mr. Wagner were: Be persistent. Be simple in phrase and message. Change the approach of your advertising if you find it mistaken. Get advertising ideas from your customers. Respect your competitors. Tell your story in the headlines, for eighty-seven per cent of the people read no farther. Practice showmanship; add color to your message. Maintain good public relations, which means being "a good guy."

In his liberal response to questions from the audience, Mr. Wagner urged reminder advertisements in newspapers—just a headline with the firm name and address in plenty of white space—coupled with direct-mail circulars, letters or catalogs. He said surveys by the Direct Mail Advertisers' Association revealed pink as the color attracting most attention, and that a circular to a man received most attention if delivered on Friday and to a woman on Tuesday. Also, circulars should not be mailed till after the fourth of the month, when all the household bills are presumably paid.

The small home planting booklet, which it is proposed the N. L. N. A. publish, was briefly outlined by Louis E. Hillenmeyer, Jr., Lexington, Ky., chairman of the committee on its preparation. His request for ideas from the members met with response by at least one-third of the audience.

In the afternoon, William A. Natorp, Cincinnati, O., talked on "How to Increase Our Sales with Salesmen." He emphasized the importance of well satisfied, well paid salesmen

in attaining a large volume of sales. He gives a two weeks' winter vacation with pay and a bonus of about three per cent of annual commissions, besides group insurance, medical and attorneys' service, etc. Once a month a salesmen's conference is held after supper at a local hotel. His firm, declared Mr. Natorp, sold service and confidence in its quality—not just bushes and trees.

A report on the training program for landscape nurserymen outlined by the N. L. N. A. educational committee was given by the chairman, Homer K. Dodge, Landscape Service Co., Framingham, Mass. An 8-page



Vernon Marshall.

brochure setting forth the desired curriculum for landscape nurserymen was sent to the land-grant colleges and other institutions offering instruction in horticulture in the early autumn of 1949. An excellent response was received. No institution at present follows the proposed curriculum exactly, but Cornell University, the University of Syracuse and Pennsylvania State College are approaching it. No attempt was being made, he said, to obtain changes in the curriculum in landscape architecture given in schools of architecture, fine arts or engineering, for obvious reasons. He suggested that work be done through state associations in cooperation with the N. L. N. A. educational committee to forward the undertaking.

Speaking on "Modern Plants for Modern Gardens," Laurence G. Holmes, White Elm Nursery Co., Hartline, Wis., followed the outlines of his talk before the N. L. N. A. conference at Kansas City, reported

on another page of this issue. His remarks on plantings for ranch-style houses drew many queries. He favored, in his southern Wisconsin latitude, the use of dwarf crab apples, spreading yews suitable to the climate, alpine currant and privet hedges, floribunda roses and other low shrubs providing color. Euonymus vegetus makes an excellent low hedge. From the audience came suggestions of cotoneasters for areas where they thrive and *Potentilla* Gold Drop for color.

In answer to a request about what to plant beneath 4-foot eaves on one-story houses, Mr. Holmes said he had put in shrubs and provided a parallel tile which the homeowner could fill with water from time to time. Homer Dodge said a couple of inches of colored stone chips on top of gravel kept down weeds and provided a background for shrubs planted outside the eave.

Secretary Harold E. Hunziker told of the trip to Williamsburg, Va., planned for N. L. N. A. members just in advance of the A. A. N. convention at Washington, D. C., next July. Only fifty rooms can be reserved at Williamsburg; so prompt reservations are necessary. The trip will be made in private automobiles from Washington on Friday, with return on Sunday. Details will be supplied members shortly by mail.

C. J. LEE, proprietor of C. J. Lee Florist & Nursery, 110 East Ninth street, Galesburg, Ill., is seriously ill in a local hospital.

WEDDING bells rang December 28 for Miss Kathryn Ann Baker, daughter of Mr. and Mrs. Edward L. Baker, of Baker Bros. Nursery, Fort Worth, Tex., and Sam Woody Acola, of Decatur, Tex. The white poinsettias which provided an attractive and unique setting for the church wedding were furnished by the Baker Floral Co., headed by Will Baker, the bride's cousin.

ANOTHER fine fish trophy will be added to Fred Stensson's office at the Sheridan Nurseries, Clarkson, Ont., for during a Florida fishing trip last month with R. T. Johnson, of Johnson's Nurseries, Kingston, Ont., Mr. Stensson landed a 7-foot, 3-inch sailfish, which when mounted will hang beside his other fine specimens of bonito, dolphin and rare lizard fish.

New York Landscape Program

Three features starred the program of the National Landscape Nurserymen's Association on the afternoon of January 5, to fill the large meeting room in Penn Top, at the Hotel Statler, New York. Indeed, they crowded off the report on N. L. N. A. activities scheduled to be given by Homer Dodge, executive committee man of region I, who presided.

"How Nurserymen Can Use Climate Control to Boost Their Sales of Nursery Products and Services" was the subject of a talk by Joseph E. Howland, garden editor of *House Beautiful* magazine, New York. The use of color slides enabled him to present the pertinent material that featured the issue of the magazine for November, 1949. That material presented scientific determinations for some practices that nurserymen have followed by observation and for some other practices that can be advocated.

Planting of large trees to shade the home is no new practice, but more careful attention to the location of trees for that purpose was pointed out. Deciduous vines over windows to reduce glare in the summer was a notable suggestion. To the use of hedges and windbreaks to control the flow of air in summer and to ward off cold winds in winter can be added their location to avert early frosts. As a novel sales appeal to the public, "climate control" has already been used in some landscape nurserymen's advertising.

Selling the Big Landscape Job.

The panel discussion on "How to Sell a Big Landscape Job" brought before the microphone three masters of the topic. Each outlined, by way of introduction, the policies and procedures of his own firm.

William Howe, of Howe Nurseries, Pennington, N. J., spoke from an experience of thirty years. From a wholesale grower of evergreens, the depression forced him to turn to operating roadside stands as outlets for the products of 150 acres. He operates two plant markets, as he has named them, while his brother has two others in northern New Jersey.

Purchases at the plant markets provide leads to landscape jobs. Three landscape salesmen are employed—a graduate landscape architect for the carriage trade, a former nursery employee for small jobs and a new man on intermediate jobs. Another source of orders is "cold calls" made when the salesman is not busy or sees a

likely prospect in the neighborhood. The third source is the recommendation of clients, a most valuable one.

The goal is year-round planting. The reputation sought is quality, not cheapness. A general estimate is made for a complete job, which can then be broken down to be carried out in parts if the client cannot afford it all at once. That form of presentation avoids underselling, generally agreed to be a widespread and serious cause of lost income to nurserymen.

Owen Schmidt, of F. D. Moore & Sons, Narberth, Pa., explained that, operating eight acres in competition with larger nurseries in his area, his firm seeks to sell service and perform high-quality jobs. Most of them come from the recommendations of clients. Other sources are building architects, real-estate dealers, builders, newspaper advertising and garden clubs, which are invited to visit the nursery. His firm sends to local garden club meetings cut branches of flowering shrubs, berries and evergreens. A well kept nursery, said Mr. Schmidt, denotes quality stock; an ill-kept one indicates bargains.

A backlog of service work, such as shrub pruning, tree feeding and the like, is maintained to fill in between jobs and occupy the off seasons.

Mr. Schmidt urged the landscape salesman to listen to the client or prospect, and not to think or talk too fast. Do not knock competitors, he advised, for it lowers the tone of the industry and may be resented by the prospect. He seeks to sell not just plantings, but better use of the grounds or property, corrections of water control, driveway location and the like.

Howard C. Taylor, proprietor of Rosedale Nurseries, Eastview, N. Y., told of operating forty acres in a landscape nursery and salesyard off the highway in an area with several other nurseries close by. To define the term "big job," he found his top five in the past year averaged \$5,700.

Selling, he asserted, begins with an established business and a reputation. He uses direct-mail advertising to reach new homeowners and others on his list. He issues a catalog for landscape orders, but does no mail-order business. He mails out "Garden Notes" monthly and sends special offers on post cards or broadsides in color. He uses advertisements on the Sunday garden page of the local newspaper to bring buyers to the

salesyard; once they are visitors, they are likely prospects for landscape jobs.

Attractive grounds and a well stocked nursery are a necessity to attract the best class of buyers, declared Mr. Taylor. Courteous and efficient salespeople are equally important. The skill and caliber of the planting foreman counts most, because he is in closest contact with the customers.

Estimates are made in detail at the Rosedale Nurseries. Mr. Taylor believes confidence and reputation counteracts the sniping of price cutters. Plans are made carefully, but in practical form, not overemphasizing finished sketches and pictures. The salesman should let the client talk and express his ideas. Then the designer can develop them. Do not undersell, for it is neither good business nor flattering to the client.

Quest for Twenty Per Cent.

The final program feature of the afternoon was a rare treat, a talk by Harold Seyler, secretary-treasurer of the Farr Nursery Co., Weiser Park, Pa., on "The Quest for Twenty Per Cent." His rapid-fire type of utterance enabled him to cover a great deal of ground. He began by picturing the problem he and his two partners faced when taking over the mail-order business of B. H. Farr in 1925 with 120 acres of nursery stock and \$100,000 in liabilities. As the indebtedness was reduced, so was the acreage, and today forty acres are in nursery stock, forty acres in soil culture and forty acres in compost. The business is ninety per cent local, either retail sales or landscape planting.

At the outset, a local creditor was responsible for setting up the figure of twenty per cent as the net cash profit to be indicated in the annual budget. While that figure might be reached in good years, there would be so many years when the figure was lower, in a business dealing with perishable stock, that the net result would be no more than to keep the enterprise liquid and endure depressions and other reverses.

Budget control is the biggest help, said Mr. Seyler. He believes in partnerships, with the number of partners being odd, for obvious reasons. Fixed policies and procedures give opportunity to put efforts on operations. Employee relationships are important, for recognition is sought by

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Eastern Regional Meeting at New York

Within the past half-dozen years, the midwinter gathering at New York city sponsored by members of region I of the American Association of Nurserymen has become one of the top events of the season. The cocktail party that opened the convention on the evening of January 4 drew a good 250 people to Penn Top, in the Hotel Statler, to meet old and new acquaintances. The attendance of 205 at the luncheon the following day set a record, while good attendance was also the rule at the meetings.

On the morning of January 5, separate meetings were held by the New York State Nurserymen's Association and the New Jersey Association of Nurserymen, followed that afternoon by a program of informative talks and discussions by the National Landscape Nurserymen's Association. In the evening, an informal question-and-answer discussion on plant materials kept the enthusiasts arguing until after 11 o'clock.

A general meeting of the A. A. N. members in region I was held Friday morning, January 6. Chairman Vallee C. Curtis, Callicoon, N. Y., presided in the same capable manner in which he had directed the arrangements for the convention. This was the third successive year that he served as chairman.

Officers Elected.

Following the report of the nominating committee, John W. Kelly, of Kelly Bros. Nurseries, Inc., Dansville, N. Y., was elected chairman, after a year's service as vice-chairman. Jac Bulk, Babylon, L. I., was chosen vice-chairman. After a close ballot that followed the nomination of Mrs. Marie M. Enberg, Eastview, N. Y., from the floor, Peter J. Van Melle, Poughkeepsie, N. Y., was reelected secretary-treasurer.

Peter Cascio, West Hartford, Conn., A. A. N. executive committeeman from region I, reported on regional activities and on the recent appointment of Howard P. Quadland as promotional counsel of the A. A. N. Before introducing the latter to present a brief message, Mr. Cascio called upon the three members of the A. A. N. market development and publicity committee who had worked indefatigably in the selection of the new counsel and the outline of his duties. These three are C. M. Boardman, Weiser Park, Pa.; Clarence O. Siebenthaler, Dayton,

O., and Charles S. Burr, Manchester, Conn.

Office Procedure.

Something new appeared in the panel discussion on office procedure conducted by Willard Bond, of the Bay State Nurseries, North Abington, Mass., in the "four roses" who formed his panel. These were the office secretaries of four prominent nurseries: Miss Vivien Taylor, Wood-Howell Nurseries, Bristol, Va.; Miss Lois Neumeyer, Bay State Nurseries, Inc., North Abington, Mass.; Miss Hilda A. Possinger, LaBars' Rhododendron Nursery, Stroudsburg, Pa.,



John W. Kelly.

and Mrs. Marie M. Enberg, Rosedale Nurseries, Eastview, N. Y.

These four answered the questions of the moderator and those from the floor on various phases of office procedure, from answering the telephone and scheduling salesmen's calls to employee relations and handling the boss' letters. Mr. Bond's wit and ability as a master of ceremonies, as well as the competent and frank responses of the "four roses," resulted in an entertaining as well as informative panel discussion.

Leonard E. Read, president of the Foundation for Economic Education, Inc., Irvington-on-Hudson, N. Y., was the luncheon speaker. He delivered a forcible message on the situation that confronts this country at present because of the volatile activity of persons advocating what he called coercive collectivism, as contrasted with the apathy or incoherent expression of those persons who believe in individual freedom and prog-

ress. His institution is concerned with stimulating thought and expression on the part of those who favor a free economy, and will provide books and pamphlets to those who wish to learn and to direct the thinking in those channels. Mr. Read's sincere and direct presentation of his topic was in itself enlightening.

A. A. N. Affairs.

Reports on A. A. N. national affairs were presented in the afternoon by President James E. Ilgenfritz and Executive Secretary Richard P. White. The latter dwelt on the probable increases in postal rates in the current session of Congress; on the progress of publicity for the new slogan, "Plant America," and on plans for the seventy-fifth convention at Washington, D. C., to celebrate the national association's diamond jubilee.

Dr. Truman Fossum told of the federal census bureau's plans for a complete horticultural census this year, in which the thorough cooperation of nurserymen was invited.

Instructive Talks.

"Throw Out the Horse Manure Fellows" was the program subject of Dr. Luther L. Baumgartner, who is in charge of the biochemical laboratory of the B. F. Goodrich Co. at Yonkers, N. Y. He pointed out that animal manures are not complete fertilizers and that the proportions of plant nutrients in them are not known at the time of application because of changes wrought in decomposition. He urged a more scientific approach in feeding plants to provide the elements needed for a particular crop.

Errors in the application of insecticides and fungicides are also made, he said, because of the use of wrong materials or incorrect timing.

Dr. Baumgartner dwelt briefly on the possible savings to nurserymen of products that permit transplanting at almost any time, and products that serve as repellents of deer and rabbits.

The session was concluded with an instructive talk on photography as related to sales problems in the nursery field, by Norman E. Salmons, camera club and school service, Eastman Kodak Co., Rochester, N. Y. He showed beautiful color slides of flowers and plants, pointing out how these can be made to reproduce colors accurately. For the camera fans it was a treat; for the uninitiated it was an eye opener to the possibilities of the

use of the color camera by the nurseryman. Not only can slides be reproduced in color photographs or thrown on the screen; they can also be shown to the customer in his home or office by means of the 7½-inch table viewer now becoming widely used.

Convention Committees.

The success of the smooth-running sessions during the three days of the convention at New York brought special commendation to the chairman, Valleau C. Curtis, and to the secretary-treasurer, Mrs. Marie M. Enberg, whose attention to all details won her the compliment of nomination for the same office in the regional group. Equal commendation went to the chairmen of committees, as follows: Trade exhibits, C. W. M. Hess, Mountain View, N. J.; program advertising, Fred J. Noble, Little Silver, N. J.; publicity, Howard C. Taylor, Eastview, N. Y., and cocktail party, Charles R. Mouquin, Glen Head, N. Y.

Trade Exhibits.

In the room adjoining the meeting hall in Penn Top, Hotel Statler, were the following trade exhibits: Brownell Rose Research Gardens, Little Compton, R. I., colored photographs and slides of roses; Arborist Supply Co., Rye, N. Y., tools; Premier Peat Moss Corp., New York, peat moss; Garden Supply Sales Co., New York, tools and supplies; Royer Foundry & Machine Co., Kingston, Pa., soil shredder; American Agricultural Chemical Co., Buffalo, N. Y., fertilizers; Lee Patten Seed Co., Jersey City, N. J., grass seeds; Herbst Bros., New York, tree seeds; New Amsterdam Import Co., New York, Canadian peat moss, and New Jersey Farm Supply Co-operative Association, East Paterson, N. J., Cloverset pots and Alumalath.

NEW YORK STATE MEETING.

The New York State Nurserymen's Association met Thursday morning, January 5, for a brief business session, followed by reports on activities of state institutions. At its conclusion, Jac Bulk was reelected president and Valleau C. Curtis, vice-president. Al Synesael, Newark, N. Y., was elected secretary-treasurer to succeed Peter J. Van Melle.

In his financial report, Mr. Van Melle noted income of \$2,044.10 in the past year, almost entirely from dues, and expenditures of \$1,081.12, leaving \$962.98 to be added to the previous surplus and accumulating a current balance on hand of \$2,551.34.

Valleau C. Curtis reported that the

work of the nursery stock specifications committee would be presented in final form in March and would be a real accomplishment. At the outset the committee sought to bring up to date the New York park department plant material specifications, but the thorough job done could provide a standard for housing projects and other jobs, as well as for supplying park departments.

David Bulk called for lists in behalf of the stock bulletin committee, and A. M. S. Pridham for news for the association bulletin. Howard C. Taylor reported on the work of the educational committee and presented Carl Wedell to tell of the approaching employees' short course at Farmingdale, February 16 and 17.

From the Long Island association came a proposal to return to the local groups a larger share of the dues paid by members to the state organization. This had been considered by the board of directors at its meeting January 4. The board had voted to return a portion of dues this year to avert financial difficulty of the group and to appoint a committee to study the dues and report recommendations at the next annual meeting.

Dr. A. F. Heinicke, director of the New York state agricultural experiment station at Geneva, told of the

current activities of the station of interest to nurserymen. Most of the work there is on fruits. Attention is given to stocks, and in the Malling group three—IX, VII and I—are concentrated upon, as dwarf, standard and intermediate. Virus diseases are being studied, as are problems of storage, including its effect on seed viability, hardiness, etc.

Dr. A. B. Buchholz, director of the plant industry bureau of the state department of plants and markets, at Albany, mentioned the potato growers' problem with nematodes and an associated danger in the sale and removal of topsoil, but assured his hearers that the pests were not dangerous to nursery stock. He referred to the work of producing virus-free fruit trees and the current concern in western New York about the European chafer, which he believed to be now under control. The dealers' list problem he threw in the association's lap, as, he said, the law required he issue a dealers' license if requirements were met; whether the nurserymen considered such a license bona fide basis for granting wholesale prices was the nurserymen's own concern, said Dr. Buchholz.

In the absence of Dr. L. H. McDaniels, now on sabbatical leave in the south Pacific, Dr. William E. Snyder, of the department of horticulture at Cornell University, commented briefly on its current activities. The additions to the staff, a landscape instructor and an extension man, were welcomed. Foremost in newer research undertaken is that on nursery storage problems.

NEW JERSEY MEETING.

Wallace A. Mitcheltree, associate extension specialist in soil at the New Jersey agricultural experiment station, Rutgers University, was the guest speaker at a separate meeting of the New Jersey Association of Nurserymen, Thursday morning, January 5, and was introduced by Vice-president Gerard Grootendorst, Oakland, who officiated during the opening hour of the session.

Dr. Mitcheltree discussed soil structure and how it affects the maintenance of soil water and air, limiting factors in production. In a demonstration, he contrasted how water infiltrates and penetrates sand, silt and clay soils, and he emphasized the need of maintaining organic content in the form of humus so that heavy compaction of these soil aggregates would not cause plugging of air spaces. The importance of drainage was stressed,

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A. SYNESAEL.

Having held the position of secretary-treasurer of the Western New York Nurserymen's Association since 1944, A. Synesael was recently elected for the same office in the New York State Nurserymen's Association.

Born at Rochester, N. Y., Mr. Synesael moved at an early age to Newark, where he attended school. He later worked during summer vacations for Jackson & Perkins Co., entering the accounting department of that firm in 1922, he became sales representative in the midwest in 1937. Since 1938 he has been with the company in its wholesale sales and stock inventories department.

Western Association May Move Meeting

For sixty years the Western Association of Nurserymen has held its annual conventions at Kansas City, Mo., and in view of this precedent the members found rather startling the proposal to try a change of location for a year by shifting to St. Louis in 1951. Precedent seemed still to rule when only a few hands were raised for either city at the concluding business session. But when discussion was requested, the few moderate remarks on either side gave way before the urgent plea of Edward Ambo, secretary of the Missouri State Nurserymen's Association and introduced as the orator of the St. Louis group, who asserted the change for one year might be quite beneficial to the 60-year-old organization and certainly could do no harm. Then the vote showed twenty-two for St. Louis and eighteen for Kansas City. So the proposal will be given earnest consideration by the executive committee, which determines the time and place of the annual convention.

Officers Elected.

In the annual election, Vaughan Woodard, Neosho Nurseries Co.,



ROBERT S. MULLISON.

The retiring president of the Western Association of Nurserymen is Robert S. Mullison, who several years ago served on the membership committee. He is a member of the board of directors of the Iowa Nurserymen's Association, and he has also been a delegate to the board of governors of the American Association of Nurserymen for the Iowa chapter.

Thirty-eight years old, Mr. Mullison has been with Lake's Shenandoah Nurseries, Shenandoah, Ia., since 1941 and is a vice-president of the firm. Before that he was employed in a business not allied to the nursery trade. Mr. Mullison is married and has no children.

Neosho, Mo., was advanced from vice-president to president. When J. B. (Bob) Baker, Jr., Fort Worth, Tex., declined the nomination for vice-president, the nominating committee under Joe Houlihan, after brief retirement, presented the name of Edward Ambo for that office, and he was promptly elected. C. C. Smith, Charles City, Ia., was reelected secretary-treasurer as a matter of course. Henry Dybvig, Colton, S. D., and Ralph Skinner, Topeka, Kan., were elected to the executive committee.

The sixtieth annual convention opened Wednesday morning, January 11, at the Hotel Muehlebach, Kansas City, with an invocation by one of the members, Orville Moffet, Kelsey Nurseries, St. Joseph, Mo. Before the session was over, as many as 150 persons crowded the meeting room. Total registration was later announced as 164, and attendance at the banquet was 185.

President R. S. Mullison asked each person to introduce himself. Secretary-treasurer Smith, after reading the minutes, reported income of \$1,130 the past year, \$75 more than the year preceding, so that the current balance in the treasury was \$931.66 aside from \$611 in savings bonds. Paid-up membership, including a considerable list of new members, totaled 139.

Propagation and Credits.

Evert Asjes, Jr., Kansas City, Mo., described how his firm propagated shrubs by softwood cuttings and pictured the operations by a movie in color taken by Mr. Asjes. The procedure described was intended for a retail firm propagating a limited number of cuttings for its own stock, and Mr. Asjes' informative remarks will be presented in a subsequent issue.

On the timely topic of credits, Edward Ronnaugh, credit manager of the Cook Paint & Varnish Co., Kansas City, Mo., referred to the time-honored credit rules—character, capital and capacity. He said that a survey by Dun & Bradstreet had revealed that ninety per cent of the 2,200 failures in the third quarter of 1948 in this country were the result of lack of capacity to operate one's own business.

Mr. Ronnaugh declared there were signs of well-being in the business world, because profits in 1949 were better than expected and the outlook is good in 1950. The longer-term outlook, he declared, depends upon

the policies of our national government. To preserve the freedom of opportunity which made America great and to encourage the success of small business, he urged his hearers to interest themselves in politics, to make the decision as to where the country should go, toward socialism or along the road of the pioneers who had created such opportunities. He asserted that the federal budget



Vaughn Woodard.

must be balanced, but that such action can only be taken at the polls.

A. A. N. Affairs.

To speak on the affairs of the American Association of Nurserymen, at the afternoon session, several top officers were present. James E. Ilgenfritz, president, referred to the various committees on which 200 members served and to the opportunity to obtain data regarding the industry through the proposed production statistics survey. Vice-president Wayne Ferris spoke on the numerous and varied activities of the Washington office. He introduced Howard P. Quadland, new publicity counsel of the association, who spoke briefly on the "Plant America" program. Richard P. White, executive secretary, spoke on the problems imposed by expected increases in postal rates and the likelihood of a monopoly on transportation of larger packages by the express company.

Ernest Haysler, Kansas City, Mo., showed movie films he had taken during the A. A. N. convention at San Francisco last July, particularly of the recreational excursions about the city.

Need for Salesmanship.

"Today's World Demands Salesmanship" was the topic of C. W. Jones, supervisor of farm implements,

deep freezers, nursery stock and allied lines, Sears Roebuck & Co., Chicago. He forcefully presented the fundamentals of selling and criticized the nurserymen for their inadequate efforts in that direction.

Salesmanship he defined as the art of creating such a favorable impression in the mind of the prospect that he is willing to pay your price for what you have to sell. He outlined the four steps in selling as attention, interest, desire and action. He urged salesmen to use as many of the five senses as possible in selling—taste, feeling, sight, hearing and smell. Interest in nursery stock can be gained through more of these appeals than most commodities, he asserted.

Declaring that sales of nursery stock in this country amounted to only \$5 per family, he saw ample room for salesmanship to double the figure. He looked forward to a larger market for nursery stock through the natural increase in the market, through the added leisure of the public, through greater savings over necessary living costs and through the use of deep freezers to make economical the growing of fruit by small homeowners.

Banquet Entertainment.

The banquet in the evening was followed by entertainment only. Lew Kemper and Frank Wizardi, who present "Luncheon on the Plaza" over a local radio station, presented a similar program with nurserymen trying on the startling millinery creations. The models were Thomas S. Pinney, William J. Smart, Harold Crawford, Frank Pflumm, C. C. Smith and Charlie Williams, while L. E. (Jens) Ihrke wore startling masks as a kibitzer. An unusual program of comedy was then presented by Joe Adelman and Bill Miers, of the Kansas City police department.

Landscape Program.

Preceding the final business session, the program Thursday morning, January 12, was under the auspices of the National Landscape Nurserymen's Association. President Vernon Marshall, Arlington, Neb., outlined the history of the landscape organization and described its activities. The N. L. N. A. had presented a landscape program in connection with other conventions, at New York and Chicago, and this was the first at Kansas City.

Laurence Holmes, president of the White Elm Nursery Co., Hartland, Wis., spoke on the subject "What about Those Foundations?" He re-

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Missouri Meeting

By Edward W. Ambo, Secretary

The twenty-ninth annual meeting of the Missouri State Nurserymen's Association was opened by President Dale E. Wild, Gilbert H. Wild & Son, Sarcoxie, at 2 p. m. January 10, in the Trianon room, Hotel Muehlebach, Kansas City.

Mr. Wild was reelected president, and Joseph P. Houlihan, Sr., Houlihan Nursery Co., Creve Coeur, was elected as vice-president. Edward W. Ambo, Ambo Bros. Nursery, Inc., University City, was reelected secretary-treasurer.

James E. Smith, Jr., associate professor of floriculture at the Univer-

University of Missouri, who has consented to approve it for the next biennial budget. The professor also mentioned that Bill Summers, former landscape architect at the university, had left to join the staff of Washington State College in the fall. With increased appropriations the university may sooner fill this vacancy with someone to direct the curriculum for landscape nurserymen.

It was decided that the association hold a short course and semiannual meeting at the University of Missouri, Columbia, in June. The program committed to work with Professor Smith on this meeting is composed of Royer K. Wilkerson, Columbia; J. A. Denning, Jefferson City, and Croft Bruening, Higginsville.

Guest speaker for the evening was Prof. Zaki Mekhaimer, Alexandria, Egypt, who is professor of floriculture at Farouk University, Alexandria, and is taking a postgraduate course at the University of Missouri. Professor Mekhaimer gave a brief description of the nursery and florists' business in Egypt.

Vaughn Woodard, Neosho, chairman of the bylaws committee, reported that a set of bylaws had been drawn up under which the association might be incorporated under the state law. After a few minor changes, the bylaws were approved by the members and the chairman was instructed to proceed with the incorporation.

A financial report submitted by the auditing committee showed that the association was in better condition than ever. Several new membership applications were voted upon, and accepted were Krummel Landscape Service, Carthage; Green Thumb Nursery & Landscape Service, Webster Groves, and Lake's Shenandoah Nurseries, Shenandoah, Ia. It was voted that membership in the Association of Nursery Association Secretaries be discontinued.

President Wild read a letter from Howard C. Taylor, past president of American Association of Nurserymen, regarding a gavel made from a native state tree for presentation to R. P. White, A. A. N. executive secretary, at the national convention at Washington, D. C., in July. It was suggested that there might be some historical tree at Shaw's Garden, St. Louis, from which a gavel could

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Dale E. Wild.

sity of Missouri and secretary-treasurer of the Missouri State Florists' Association, told about the activity of his association to increase appropriations for greenhouse and nursery management at the University of Missouri. This request, which is also backed by the Missouri State Florists' Association and the Federated Garden Clubs of Missouri, asks for \$40,000 as the biennial appropriation for greenhouse and nursery management, instead of the \$16,000 appropriation. Three additional greenhouses, each 25x100 feet, estimated at a total value of \$30,000, and a classroom and maintenance building at \$15,000 were also requested.

Professor Smith cited Michigan and Connecticut as states in which the florists had been able to increase the appropriations for their respective state colleges. The Missouri request has been presented to the dean of the college of agriculture, of the

Iowa Sessions Cover Three Days

By Clyde H. Heard, Vice-president

At the twenty-eighth annual meeting of the Iowa Nurserymen's Association, held at the Kirkwood hotel, Des Moines, January 12 to 14, a record registration of 101 was followed by another record of 109 present at the annual dinner.

Officers Elected.

Officers elected were president, George Rose, Henry Field Seed & Nursery Co., Shenandoah; vice-president, Clyde Heard, Heard's Landscape Nurseries, Des Moines; secretary-treasurer, W. J. Kuehn, Kuehn's Nurseries, Cedar Falls; assistant secretary-treasurer, W. H. Collins, secretary of the Iowa State Horticultural Society, Des Moines.

Directors elected were Wayne Ferris, Earl Ferris Nursery, Hampton; W. J. Hughes, Cedar Rapids Nursery Co., Cedar Rapids; Harold Parnham, Robinson & Parnham, Des Moines; Robert Mullison, Lake's Shenandoah Nurseries, Shenandoah; Lloyd Platt, Platt's Landscape Nursery, Davenport.

W. J. Hughes was elected to serve as a director of the Iowa State Horticultural Society from this association.

Opening Meeting.

Preceded by an informal session January 12 at which retail and landscape nurserymen discussed their problems, the general meeting of the association was opened by President Harold Parnham, Friday afternoon, January 13. His short message set a fine example for the secretary's report. Membership was one short of

last year's all-time high. The association has had five secretaries in its twenty-nine years, three having had 7-year terms, one six and the other two. Secretary Clyde H. Heard said he was unwilling to break this record and was convinced that it would be more democratic and to the best interests of the association in the long run to have the secretary-treasurer's duties passed around.

Dr. H. M. Harris, state entomologist, Iowa State College, brought greetings from Henry Ness, veteran nursery inspector for many years, who is now retired. Dr. Harris told of his activities in the Central and National plant boards. An inspection manual setting forth the various pests, their characteristics and their methods of control, together with rules and regulations affecting our industry, is in preparation.

John Wight, Wight Nurseries, Cairo, Ga., treasurer of the American Association of Nurserymen, talked on "Selling Nursery Stock." He pointed out that we are rapidly coming into a time when we shall have to sell nursery stock. The customer is no longer going to take it away from us. We must not only grow good nursery stock. We must pack it well. We must merchandise it. We must give value for the consumer's dollar or he is likely to keep his dollar. If prices are reduced, costs must also be reduced or profits drop.

J. A. Foret, assistant professor of horticulture, Iowa State College, who has been assigned to nursery research work by the college, gave a preliminary report on his experiments in dwarfing fruit trees, grape stocks suitable for heavy soils, use of hormones in grafting evergreens and the use of Dowax and Geon to prevent winter burning of evergreens. He showed several slides depicting the effects of using various contact herbicides in the nursery.

Dr. E. S. Haber, head of the department of horticulture, Iowa State College, suggested that the committee on nursery research of some years ago be revived, to discuss our problems with the college so that the staff could better serve our needs.

A. A. N. Topics.

A. A. N. Secretary R. P. White opened the program on Saturday morning, January 14. He spoke on national affairs as they affect the nursery business. Progress has been

made on simplifying the requirements for interstate shipment of nursery stock to certain states. Close cooperation with the National and Central plant boards and the various state entomologists has been possible. He clarified a maze of legislation affecting nurserymen.

H. P. Quadland, public relations director of the American Association of Nurserymen, outlined the "Plant America" program.

Nursery Storages.

"Building Nursery Storages" was discussed by Prof. Roy E. Marshall, of Michigan State College, East Lansing. Mr. Marshall proved to be a cousin of the Marshalls of Nebraska fame. Insulating materials discussed were as follows: Corkboard, costly but good; shredded redwood bark, also good and used a great deal; granulated cork, also good; vermiculite, not quite so good as the above, as it has a rather high capacity to absorb moisture, and Styrofoam, a Dow product, which has a high insulation value and is now available in both the board and granulated forms. Air-cooled storages are suitable for many nurseries. The weak spot in a storage house, so far as insulation goes, is where the ceiling meets the wall. Keep away from wood as far as possible, said Mr. Marshall. Use small I beams or tubular iron supports. Vapor barriers are not too important in air-cooled storages, since the vapor movement occurs mainly in the summer, when there is little use for the storage. Ventilation is important. He gave examples of the amount of ven-



George Rose.



Clyde Heard.

tilation necessary, the location of intakes and exhausts, as well as the fans needed and the capacity required.

At the annual dinner, Friday evening, January 13, James Ilgenfritz, Monroe, Mich., president of the American Association of Nurserymen, appeared as guest speaker. He stressed the "Plant America" campaign. A floor show followed and was well received.

The Cedar Rapids nurserymen invited the members to their city for the summer meeting. Their invitation was accepted with the usual alacrity. Waterloo has invited the association for the summer meeting in 1951.

Landscape Group Discussion.

The Thursday afternoon session for retail and landscape nurserymen was in the form of a round-table discussion. A survey was made to determine whether charges were made for calls on customers, selling plans and calls from insurance companies asking nurserymen to appraise damage to landscape plantings. There was a wide variation in regard to making calls on prospects; usually initial calls were made on prospective customers without charge. Several landscape nurserymen said they made a charge for plans; most of them credited this charge on materials and labor at from five to ten per cent. Some firms credited on nursery stock only.

The one point on which near unanimity was reached dealt with the practice of leaving plans with prospective customers before the order is sold. The practice of leaving these plans, for some reason, did not seem to be popular.

In making calls to appraise damage to property at the request of insurance companies, there was less divergence of opinion. Too many cash settlements were made with the insured, leaving the nurseryman out in the cold. Most firms charged for making these calls. Rates charged were from \$3 to \$6 per trip and in some cases more.

For measuring up properties and drafting board service, the fee varied widely, with some of the larger firms charging \$6 per hour. Plans that did not require extensive work, such as simple foundation plantings, were usually made without charge.

A discussion of ranch house planting opened up some problems of current interest. Some of the new type of houses with a wide overhang occasion difficulty in planting properly. It is even difficult to grow grass under those conditions. A gravel background, liberal use of peat and

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Connecticut Meeting

By Arthur C. Bird, Sr., Secretary

The forty-third annual winter meeting of the Connecticut Nurserymen's Association was held January 12 at the Waverly Inn, Cheshire, with a record attendance of 140 members and guests. The membership has been growing steadily for the past few years until it now includes ninety-six firm members, five associate members and twenty-one junior members.

Chief business of the morning session was the election of Robert Bennerup, Sunny-Border, Inc., Kensington, as president; Ted Hall, Scott's Nurseries, Bloomfield, as vice-presi-

Seven students of the University of Connecticut's 2-year nursery course were brought to the meeting by Kenneth A. Bradley, assistant instructor of horticulture at the university. One of the students, Anthony Cannavo, whose father owns Winsted Nurseries, recently received the \$100 scholarship awarded by the association.

Edward Kelley spoke of the long years of service given to the Connecticut and New England Nurserymen's associations by Frederick S. Baker, who retired last October as manager of the North-Eastern Forestry Co., Cheshire, and moved to North Amherst, Mass., where he spent the early years of his life. It was voted to make Mr. Baker an honorary member of the Connecticut Nurserymen's Association.

An invitation to meet with the New England Nurserymen's Association this summer was extended by Louis C. Vanderbrook and Charles S. Burr, of Manchester, and accepted. Howard C. Taylor, past president of the American Association of Nurserymen, called attention to the fact that the A. A. N. is the oldest and largest agricultural association in the country and invited all to attend this summer's convention. Arthur Webster explained about the A. A. N.'s "Plant America" campaign, after which O. S. Trask, professor of horticulture at the University of Connecticut and a 4-H leader, spoke on the "Plant America" program as a major 4-H project. It was voted to support the project and to offer a \$10 prize to the 4-H individual member or club showing the most improvement in landscape beautification in his county, as well as a \$25 prize for the best landscape project in the state.

Since last summer's dry weather made it necessary for several firms to resort to irrigation, the members were interested to hear John J. Curry, of the state water commission, speak on the rules and regulations governing the building of dams and water holes for irrigation purposes.

Because of illness, George C. Waldo, of the Bridgeport Post, was unable to be the principal speaker. In his stead, A. J. ("Gus") Brundage, Storrs, spoke on "Markets Unlimited." Drawing on his experiences as state 4-H club leader for forty years before his retirement, he told about the many places in the state that are in need of planting.



Robert Bennerup.

dent, and Arthur C. Bird, Sr., the Bristol Nurseries, Bristol, as secretary-treasurer. The elections to the executive and legislative committee were as follows: Chairman, Erwin Whitham, C. R. Burr & Co., Inc., Manchester; Edward Kelley, Stephen Hoyt's Sons Co., Inc., New Canaan; Henry Verkade, Verkade's Nurseries, New London, and Arthur Webster, A. N. Pierson, Inc., Cromwell. The executive committee meets quarterly and transacts such business as comes under its jurisdiction, thus saving considerable time.

The treasurer's report showed the association to be in excellent financial shape, and it was voted to buy two more government bonds of series F. Four new members who were voted in are Anthony Cannavo, Winsted Nurseries, Winsted; Michael Sedor, Michael Sedor Nurseries, Newton; R. H. Mertens, Laurel Brook Nursery, North Haven, and Harry Logan, Harry Logan Nursery, Norwalk.

Maryland Discusses Variety of Topics

By George S. Langford, Educational Secretary

In a friendly atmosphere resembling "old home week," ninety-two nurserymen and their friends met January 9 at the Lord Baltimore hotel, Baltimore, for one of the most spirited and profitable meetings of the Maryland Nurserymen's Association.

The former vice-president, J. Hammond Brandt, Upper Falls, was elected as the association's new president, and George Colborn, Jr., Princess Anne, was advanced from second vice-president to first vice-president. Adolph Gude, Rockville, was elected second vice-president, while the following officers were reelected: Executive secretary, Paul Hofmann, Towson; educational secretary, George S. Langford, University of Maryland, and treasurer, Edward L. Stock, Jr., Bethesda. Newly elected to the executive committee were George Colborn, Jr., Carl Orndorff, G. Hale Harrison and J. H. Burton. The holdover members of the executive committee are Adolph Gude, Jr., Raymond Bunting, Frank Primrose and Homer Kemp. Jack Rayner will serve as an ex officio member.

A. A. N. Program.

Because of unexpected emergency business, the arrival of President Jack Rayner was delayed. Therefore the association was called to order by Vice-president J. Hammond Brandt. The first speaker was Curtis Porterfield, administrative assistant of the American Association of Nurserymen. He outlined A. A. N. affairs as they affected Maryland nurserymen and reviewed possible effects of the new wage-hour law for the nursery industry. A. A. N. work briefly reviewed included cooperation with garden clubs, Blue Star memorial highway plantings, distribution of newly introduced plant materials, the Norman J. Colman award, the woody plant register, work for uniform state and federal quarantines and low transportation rates, and publicity in the "Plant America" program.

Mr. Porterfield's talk precipitated a general discussion on the possible effects of the wage-hour law on the nursery business. It was the consensus that nurserymen were agriculturists and that it would not be possible to know the total effects of the law until rules and regulations for its enforcement were known.

At this point President Jack Rayner arrived by airplane and fast taxi from the Eastern Shore and Vice-

president Brandt turned the meeting over to him. In a few short remarks President Rayner apologized for his delay in arrival, pointed to the need of organization and cooperation among the nurserymen and emphasized the fact that Maryland nurserymen must cooperate with other farm organizations.

Since 1950 is a census year, Truman Fossum, of the Society of American Florists, was present to remind the nurserymen of the importance of answering census questionnaires fully and accurately. He noted that some questions might seem trivial, but they were essential for information that would be valuable to the industry later.

If the statement "As the twig is bent, so grows the tree" can be applied, nurserymen attending the A. A. N. diamond jubilee conven-



J. HAMMOND BRANDT.

The newly elected president of the Maryland Nurserymen's Association, J. Hammond Brandt, has been around the nursery business since he was born in 1916, for his father founded the J. W. Brandt Nursery Co., Upper Falls, Md., in 1904.

Mr. Brandt completed his public school education in Baltimore county and also attended the Donaldson School for Boys. When his father died in 1918, Mr. Brandt's mother, Mrs. Ella M. Brandt, carried on the nursery business. Her son gradually followed in the footsteps of his parents.

From 1942 to 1945, Mr. Brandt served as a sergeant in the air force photographic section in the Pacific theater of war.

An ardent sportsman, Mr. Brandt also pursues photography as a hobby and is an active member of the Kingsville Rotary Club. He served the Maryland Nurserymen's Association as first vice-president in 1949 and second vice-president in 1948.

tion at Washington, D. C., this summer may expect a gala occasion. With zest that fired enthusiasm, J. H. Burton, chairman of the local arrangements committee, and Raymond Bunting, chairman of the committee on exhibits, described the plans being made for the convention. The local committee, according to Mr. Burton, is working with A. A. N. Secretary R. P. White and his associates on a program that will make attendance at the national convention a must for all members. Business, education and fun will all be wrapped in one big package. Opportunity will be provided for the nurserymen to see some of the finest landscaped buildings in the country, as well as some of the nation's most historic spots, such as Mount Vernon, the Tomb of the Unknown Soldier, the Pentagon, Annapolis and Williamsburg. The ladies will enjoy teas, fashion shows and other entertainment. Teen-agers can expect their program to include entertainment at the National Zoological park.

Mr. Bunting told the group of the extensive commercial and educational exhibits being planned. He requested cooperation from all nurserymen in furnishing the names of suppliers who might be contacted for exhibits.

Committee Reports.

The business affairs of the association were discussed during the remaining portion of the morning session. G. Hale Harrison gave a report on the Maryland retail sales tax law as it applies to nursery stock. The nurserymen as a group felt that the amendment to the state law passed at the last regular session of the legislature taxing nursery stock was discriminatory and unfair, and particularly so in view of the court decision which ruled nurserymen were farmers and the products they grew were farm products. Association members were asked to discuss repeal of the tax as it applied to nursery stock with members of the legislature. A resolution was adopted requesting the Maryland farm bureau to support the efforts of nurserymen in having the tax removed.

Under Maryland law, trucks used in farm operations are taxed differently from trucks used for commercial purposes. Gilbert Gude reported

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Weather Aids Oklahoma Attendance

By Betty H. Prim

Approximately seventy-five state nurserymen and guests attended the midwinter convention of the Oklahoma State Nurserymen's Association at the Biltmore hotel, Oklahoma City, January 10 and 11, to hear outstanding speakers, enjoy the program committee's entertainment, buy and sell surplus stock, swap ideas for improving business, see the newest in products and equipment, acquaint themselves with the latest market trends and meet their business associates.

For the ensuing year Richard R. Bloss, of the Sneed Nursery Co., Oklahoma City, was advanced from vice-president to president. Mario Sanseverino, of the O. K. Gardens & Nursery, Tulsa, was elected vice-president, and Kent Tetrick, of the Tetrick Nursery, Ponca City, was elected secretary-treasurer.

The weather, ever an important factor in the success of a winter meeting, cooperated 100 per cent for sunny skies and ice-free highways greeted the conventioners Tuesday morning in most areas of the state. Attendance had been cut greatly in recent years because of blizzards that coated highways with ice and made driving hazardous. This year many nurserymen and members of allied industries came from Texas, Arkansas and Kansas and reported good roads all of the way, with the exception of high water in one or two instances.

Registration began at 9 a. m. Tuesday. The invocation was by the Rev. John R. Abernathy, associate minister of St. Luke's Methodist church. J. Wiley Richardson, president of the Oklahoma City chamber of commerce, welcomed the group to the city. Warren F. Welch, Capital Garden's Nursery, Oklahoma City, president of the Oklahoma State Nurserymen's Association, addressed the group. After thanking members for their fine cooperation, Mr. Welch pointed out the value of trade organizations and urged members to continue to support in every way the nursery association of the state. He cited the \$4,000,000 spent for floral and nursery stock last year as proof that the nursery industry is not small. This estimate was determined by the state sales tax report for last year, he said. The secretary-treasurer's report was then given by Jack Garland, Garland Landscape Nursery, Oklahoma City.

At noon the group assembled in the Mirror room for lunch and visiting. Guest speaker for the occasion was

the Reverend Abernathy, who spoke briefly of the spiritual and inspirational value of plants.

The first speaker at the afternoon session was William J. Smart, D. Hill Nursery Co., Dundee, Ill., who spoke on "The Nursery Industry Sales and Shortages for Spring, 1950." Mr. Smart said in his travels he had found that the supply of some nursery stock that became short during the war was still not sufficient for the demand. He said it may take several years to catch

1950. Mr. Sneed probably summed up the general situation confronting business in the southwest when he said, "Collections are better than they were last year. Bookings for spring are heavy. More young men are in business now. There is a big future in the nursery industry, but we must realize that other industries are going to pay for ability. The nursery industry must also."

Highlighting the afternoon session was an address by Richard P. White, Washington, D. C., secretary of American Association of Nurserymen, who spoke on "The What and Why of A. A. N." To define just what the group is, Mr. White said the American Association of Nurserymen is an organization of 1,280 members, democratically organized and operated. It is the oldest trade organization, having been organized at Chicago seventy-five years ago. Its members are scattered over forty-six of the forty-eight states of the Union and in Alaska and Puerto Rico. In explaining the why part of his assigned topic, he said the aim of the organization is to protect and promote the welfare and advancement of the industry.

Two things emphasized most by Mr. White were the need for government economy and the "Plant America" program. The objective of the "Plant America" program is "to conserve the land, to make it greener and more productive for abundant life, beauty and recreation," and is predicated on the premise that "the land is our most precious heritage."

Mr. White said the response had been most heartening. In addition to the extension, conservation and forest services of the United States Department of Agriculture, many organizations such as Friends of the Land, Garden Clubs of America and the National Educational Association have signified an interest in the project.

Mr. White concluded his remarks by saying that he hoped the nurserymen would be among the first to plant Oklahoma to plant America.

Wednesday morning the group assembled to hear Robert P. Ealy discuss "Modern Trends in Landscaping," during which he said that today's trends in landscaping attempt to conform to modern architecture.

Dr. Frank Cross, of Oklahoma A. and M. College, Stillwater, told of some of the experimental results with fruits and nuts at the college experi-

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Richard R. Bloss.

up and pointed out that the seeds of the three most popular pines in the north are obtained from Europe. The daily mail also tells of business conditions over the country, he said.

Mr. Smart urged nurserymen to keep up the supply of stock in their yards and to help keep prices up. Sales are lost when the supply of stock in salesyards is too low, while sales are stimulated when large assortments are kept on hand. "It looks as if you mean to remain in business when you keep an adequate supply of stock at all times," he pointed out. "Have pride in your calling and faith in your industry," he concluded.

Frank Sneed, Sneed Nursery Co., Oklahoma City; Mancill Allen, Houston, Tex.; Mario Sanseverino; Jack Hanley, Arp Nursery Co., Tyler, Tex., and E. J. Baker, Baker Bros. Nursery, Fort Worth, Tex., gave reports on business and growing conditions in their respective areas in the southwest. All reported a good demand for stock, that prices were holding firm and that things in general look good for the nursery industry in

Indiana Program Covers Many Subjects

By R. Morgan Smith

Inclement weather usually plagues Indiana nurserymen for their convention the first week in January, and this year was no exception. Heavy rains, which later turned to sleet and snow, caused detours which made some late and prevented others from attending the convention of the Indiana Nurserymen's Association, January 3 to 6 at Purdue University, West Lafayette.

Though he was unable to attend because of illness, John C. Bunch, J. C. Bunch & Son, Terre Haute, was reelected president, and Robert Hoffman, Hoffman's Nursery, Wabash, was reelected vice-president. Three new members were elected to the executive committee: James Maschmeyer, Indianapolis; Clarence Wessendorp, Krider Nurseries, Inc., Middlebury, and Harold Bohling, Bohling's Nursery, Munster.

Dr. Laurenz Greene, head of the department of horticulture, presided at sessions on Tuesday. He first introduced H. J. Reed, director of agriculture, who welcomed the nurserymen to Purdue University. Dr. Greene then told about the organization of the horticultural department at the university.

Oak and Elm Diseases.

Dr. R. M. Caldwell, head of the department of plant pathology and botany, spoke on "The Oak Wilt Situation," describing the disease as the most serious affecting oak trees. It made rapid progress in Indiana in 1949, but so far has been confined to the northwestern part. He pointed out that oak wilt spreads rapidly from tree to tree and is most serious with the red, pin, black, shingle and white oaks. Dr. Caldwell said the best method of control was to destroy all healthy trees within a radius of fifty feet of the infected tree by grubbing them out or by chemicals, leaving an open space, like a firebreak.

"The Elm Tree Situation" was discussed by Dr. C. L. Porter, professor of botany, who stated that prevention continues to be the only control for the devastating elm tree diseases in the state. Dr. Porter said that spraying with an insecticide containing DDT in late May and also in August had proved successful in destroying the leaf hopper which spreads phloem necrosis, a virus disease causing great destruction of elms in Indiana. He added that scientists have recently re-

ported success with soil treatment for the control of Dutch elm disease. However, this disease has not become prevalent in Indiana.

Insecticides.

By afternoon the attendance had increased considerably, and the group moved from the West Faculty lounge in the Purdue Memorial building to the Horticultural building, where Dr. J. J. Davis, head of the department of entomology, spoke on "Insecticides with Special Reference to Parathion." Seventy or eighty years ago, there was



John C. Bunch.

some attempt at insect control, and the literature as late as 1893 was as confusing as it is today. There are just too many insecticides on the market, he said.

While an effective spray for fruit trees, benzene hexachloride leaves a musty odor and taste in apples and potatoes. Lindane is an improvement on benzene hexachloride. Chlordane is effective on grasshoppers.

Parathion is one of the most effective insecticides and was used for the first time in 1947 and became available commercially in 1949. It is dangerous to the user, and there have been a number of deaths from carelessness in handling. A respirator should be available and clothes should be changed immediately after using Parathion. The effect of Parathion does not last long, which is an advantage in spraying fruit.

Dr. Davis said a nursery had been established at Purdue University for

testing spray materials. Trees were purposely infested with pests, and then controls were tested. He said there was promise of scale disease control.

Dr. J. B. Peterson, head of the department of agronomy, spoke on "Soil Structure," illustrating his talk with slides to show why it is necessary to supply humus to soil to feed bacteria. Humus in the shape of manure, peat moss and corncobs is excellent. He recommended the planting of deep-rooted legumes to break up hard soil structures and said earthworms were definitely beneficial to soil.

After Dr. Peterson's talk the group visited the spray laboratory and inspected the large assortment of equipment there. Dr. J. A. McClintock, Glen Sowders and G. V. Falkenburg were there to answer questions.

Plant Lists.

That evening there was a panel discussion during which faculty members led discussions on plant lists. H. W. Gilbert discussed a list of trees which he said might replace the elm and also mentioned other trees useful for landscape purposes. He said many of our flowering trees could be trimmed up so as to serve as shade trees. He thought highly of the cucumber tree, a magnolia which is little used.

C. E. Hoxie discussed rose diseases. Black spot and mildew are the two worst diseases, and he suggested the use of Fermate for black spot and sulphur for mildew. He recommended malachite green for mildew on roses growing outdoors but not indoors. He said that chlorosis was a nutritional disease caused by a lack of plant food and sometimes by overfeeding. He said there was no known cure for virus diseases of roses.

R. B. Hull submitted a list of ornamental trees and shrubs for the consideration of the group, and there was considerable discussion as to their merits or demerits.

Landscape Profits.

By Wednesday the crowd had increased to 130, and, with Past President I. J. Mathews, Gary, presiding, the meeting moved along at a fast pace. Each speaker was kept to his allotted time in order to maintain the schedule.

Harold Hunziker, M. J. Hunziker & Sons, Niles, Mich., opened the program with a talk on "The Ups and Downs of the Landscape Business." Mr. Hunziker said that he started

out to be a landscape designer but was attracted to the study of economics of the landscape business because there was so little known about the subject. He discussed frankly the profits of the landscape business.

Most manufacturers think ten to fifteen per cent a fair profit, but they do a large volume of business, while nurserymen, because of the seasonal nature of their operations, never can do a huge volume. Some persons think profits should be ten or eleven per cent, but when much individual service is given, twenty to twenty-five per cent should not be out of line. He said we are mainly in business for profits. We may like to grow plants, design plans and go to conventions, but it is primarily the goal of making a profit that makes any business a challenge. Our profits should be in cash and not in inventory.

There are four basic factors affecting the ups and downs of profits. General business economy; supply and quality of personnel; weather conditions, and opportune management. If one is out of line the business setup will be disturbed, if all are out of line disaster may result. With these four factors in tune, everything is fine.

When industry slows down, the nursery business should become more active, for people have more time for the use of their home grounds. "I think we have never even begun to promote our business as we should," Mr. Hunziker said.

Discussing supply and quality of personnel, he said not to sell your own men short. "Make the most of your personnel, first. Your firm is as strong as the men surrounding you; so educate and train them."

Weather conditions affect our business greatly. Good weather means good business, but cold gloomy days will slow it up, and too much rain will prevent jobs' being done. There was bad weather throughout 1947 which cut down profits. This is an example of how one factor can disturb the whole setup. You can make bad weather conditions more durable by providing your men with waterproof clothing and equipping your trucks with heaters. Take a tip from utility workers. Their work has to go on regardless of weather, but they are equipped for it.

Opportune management is meeting requirements, especially seasonal ones, and is governed by circumstances rather than fixed principles. Adjust yourself to trends, anticipate demands, know your costs and overhead, watch your sales volume. Low prices are not the answer in good

management, but good quality and services are. Prices are soon forgotten, but the quality of the job, whether good or bad, is never forgotten.

To conclude the morning session, John Siebenthaler, Dayton, O., executive committeeman for region III, reported on recent activities of the American Association of Nurserymen.

The afternoon session was opened by Earl L. Butz, department of agricultural economics, who talked on the direction of our economy. Professor Butz compared present-day employment, production, income and prices to those of former years. He said the short-term outlook (six months) is favorable on the whole, and he presented charts and tables to substantiate his predictions. The long-term outlook (up to 1952) shows a general decline, he said. Prices of goods in general will be off ten per cent, farm prices off twenty to twenty-five per cent, and net farm income will decline another twenty per cent.

Rose Care for Amateurs.

Dr. L. C. Chadwick, department of horticulture of Ohio State University, discussed "Cultural Methods of Handling Roses on the Home Grounds." He said there had been little research on garden roses. We need roses with better rootstocks and varieties that are hardier. The time of planting was discussed, and Dr.

Chadwick said that in central Ohio spring planting was favored and in northern Ohio fall planting was preferable. He stated that cutting back roses below ten inches was not good; in fact, he advised not to trim at all in fall. As to fertilizers, he believed chemical ones to be as good as organic kinds. He recommended an application of a 4-12-4 mixture early in April and the last application in August at the rate of four pounds to 1,000 square feet. The trace elements claimed in some fertilizers seemed to make no difference in quality of blooms, he said. Peat moss is better for roses than farm manure. Good drainage is essential, but the drainage must have an outlet. Just to put a lot of rocks at the bottom of the hole means nothing unless there is tile to drain away the water. For summer care he advocated watering, mulching and controlling pests and diseases. It is all right to give an abundance of water if drainage is good. Water should be kept off foliage, as splashing will spread black spot. Mulching means less watering. Corncobs make a good mulch if ground into $\frac{1}{2}$ -inch pieces. One should use plenty of fertilizer if a corncob mulch is used.

"The Testing Program of the American Rose Society" was the subject of a talk by Prof. W. L. Ayers, head of the science department and president of the American Rose Society. He told in a most interesting manner how this society for amateurs operates, and how it tests roses. There are 10,000 members scattered over the country, and forty or fifty test gardens are maintained in different sections. Results are reported in the yearbook. There were 265 reports from members last year. Professor Ayers showed how these reports can be useful to nurserymen to select varieties to sell which have stood the test in their vicinity.

A panel discussion followed. Devol Ernst, Ernst Nurseries, Inc., Munroe; Lawrence Pottenger, Pottenger Nurseries, Indianapolis, and John Favinger, of the department of entomology, told what they thought nursery schools failed to teach. Business sense and lack of actual experience seem to be most noticeable in beginning employees. Dr. Chadwick was asked to say a few words about the horticultural courses at Ohio State University. He stated that the florist and nursery students have the same course for the first two years; after that they study different subjects and get some real practical experience.

[Continued on page 85.]



ROBERT HOFFMAN.

Elected a few weeks ago to serve his second term as vice-president of the Indiana Association of Nurserymen, Robert Hoffman has been a member of its executive committee since 1946.

Graduated from Purdue University in 1938, Mr. Hoffman established the Hoffman Nursery, at Wabash, Ind., the following year. He grows a general line of nursery stock and also does landscape planning and planting.

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LAKE CITY, MINN.

Some Species of Violets

By C. W. Wood

Apologies to the Pennsylvania reader who asked six months ago for some notes on the unusual violet species. My notes on the subject are scattered through about twenty notebooks, and it was a task to assemble them. Apologies, too, to the readers who object to mention of anything that is not readily available, for a few kinds which will appear, if space permits, will have to be searched for, though most are available in seeds in American and Europe. It would be impossible, of course, to include all the 300 species of *Viola* in our limited space, even if all were ornamental; so I shall confine the remarks to unusual kinds of garden value, taking them in more or less alphabetical sequence.

Even if one is not likely to find *Viola alpina* without careful searching in European catalogs (if you are interested I shall be glad to tell you where it can often be found), it is included here because it is one of the most charming of all the alpine kinds. From the garden standpoint it is midway between a pansy and a violet, sending up little, heart-shaped, scalloped leaves from a central crown (no running about here). In May or early June there come 3-inch stems, holding large purple pansies well above the tuft of leaves—a gloriously beautiful bearded violet, with a white eye. Unlike many alpines, it is not difficult to manage in eastern gardens so long as it has a soil that keeps it dry in winter and moist during the growing season. It apparently wants lime, and we found that an abundance of humus helped to make it forget its mountain home. It must be grown from seeds, preferably sown outdoors in autumn.

Because of the beauty of its flowers, upper petals dark purple and lower ones white flushed lilac, I should like to include *V. beckwithii* of the California Sierras, if I could make it permanent. I think it wants some shade in this section, northern Michigan, and perhaps more moisture during spring and early summer than I ever gave it.

On the other hand, *V. bosniaca* is no trouble at all, thriving uncomplainingly under the same treatment one gives ordinary bedding violas. And like them, it has a gratifyingly long flowering season during which it keeps up a succession of rosy-mauve violas, a rather vivid color which requires some care in its association if

one is to avoid clashing contrasts with its neighbors.

The most widespread alpine pansy is embraced in the name, *V. calcarata*. The name, though not always the plant, seems to be the best known in gardens. The original describer of the species evidently had a violet-colored form in hand when he wrote the description; had he gone a little farther into the Alps he would have found many other colors and combinations, rivaling the present state of pansy coloration. This diversity of color and form, the latter from broad to lean, has caused botanists not a little anguish, which in turn has led to a multiplicity of names and has caused gardeners not a little confusion. The best thing to do, in my opinion, is to obtain seeds of *V. calcarata* from a reliable dealer and then grow selected kinds from cuttings. Culture suited to bedding violas makes it happy.

In response to a special request of the inquirer for a little information on *V. cenisia*, it is mentioned, not with any great hope that he or others will succeed with it, but rather as a warning of what he is attempting when he tries to make this high mountaineer happy in our eastern climate. Our experience with it has

been quite limited (twice as I remember now) and decidedly unfortunate, for it languished even in the wet moraine which it is said to demand. Its lovely purple pansies over tufts of little silky gray leaves would be worth working for if one knew how to work.

Our correspondent is confused with *V. gracilis*, and well he may be, for the true *gracilis* seems no longer available in commerce; in its place we seem to be getting the results of marriages it has made with the myriad other pansy violets which inhabit gardens. Instead of the glorious velvety purple of *gracilis* as it came from the mountains of Asia Minor in the preceding century, we now get most of the colors of bedding violas.

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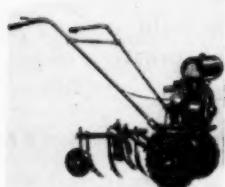
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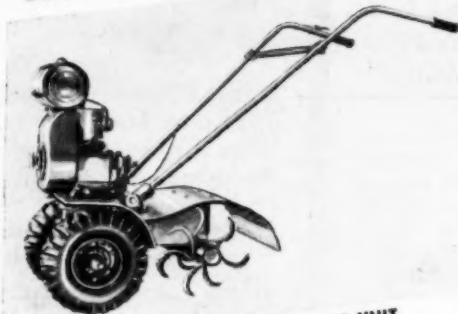
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attractive enough in themselves but not to be compared with the "velvety violence" of the true plant. If you can obtain true *gracilis*, treat it the same as you do *V. cornuta*, but keep it far away from that loose-moraled gentleman if you would keep it true.

Most that was said about *V. gracilis* applies to *V. lutea*. If you can find wild *lutea* you will have a long graceful pansy violet, varying in color from "the pallor of first dawn to the richness of Nero's cloak"; if you can not obtain real *lutea*, you might just as well stick to bedding *violas*, for you will get little else.

Our natives should not be entirely neglected in this enumeration; so I shall group here a few of the most promising of the neglected kinds, commencing with *V. nuttallii*, one of the best of yellow-flowered species for the garden that I have grown. As it grows on plains and prairies from the Rocky mountains to Missouri, one would expect it to be exactly suited to garden conditions in the middle west. And we are not disappointed, for we find it thriving under ordinary care and giving a bountiful harvest of bright yellow flowers at violet time. Although the stems are leafy, they are not so much so as our eastern *woodlander*, *V. pubescens*, and the flowers are larger, making *V. nuttallii* showier than the easterner. Often the petals are rich purple on their backs, and then one has a bright ornament indeed.

Although I have had less success with the upstanding Californian, *V. ocellata*, it is not impossible to grow, and I suspect that plants grown from seeds in one's nursery would be more satisfactory than the collected material that I have had. There is no conjecture, though, when I say that its purple-centered white flowers with purple backs are among the brightest of violets. Unlike eastern violets, which may be moved almost any time, this one should be handled only while dormant, when its roots look like a cluster of dead matter. It must have shade and, I suspect, a soil heavier than our light sand.

Because the bird's-foot violet, *V. pedata*, is, I think, my favorite of all wild violets, I should like to devote much space to its charms and culture. But, since it has been fully discussed in these columns during recent years, we shall pass it by now.

Excepting *V. pedata*, the confederate violet, *V. priceana*, is the most admired of natives in this garden. It has not attained that eminence entirely because it is so indestructible (perfect ease of culture does have

[Continued on page 67.]

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TYLER, TEXAS

North Carolina Meeting

By E. H. Tinga, Secretary

The annual winter meeting of the North Carolina Association of Nurserymen at Raleigh, January 11 to 13, was combined with a short course, on the theme "Landscaping the Small Property," conducted by the department of horticulture of North Carolina State College and cosponsored by the association.

Active Business Session.

Unanimously elected to office for another year were Harold S. Daniels, Mecklenburg Nurseries, Inc., Charlotte, president, and Eelco H. Tinga, Tinga Nursery & Bulb Farm, Castle Hayne, vice-president and secretary-treasurer.

After calling the business meeting to order on Friday, January 13, President Daniels read the recommendations of the executive committee to the North Carolina state board of agriculture and the department of entomology. A heated discussion followed, and, of the seven recommendations, only one was passed by the members. This recommendation states that, since the department of entomology has discovered in North Carolina white-fringed beetles and Japanese beetles and numerous other insects that are detrimental and destructive to nursery plants, lawns, fruits, vegetables and other growing crops, the association deems it necessary that more stringent laws and regulations and enforcement be enacted by the board.

Two other points voted down at the meeting were that all nurserymen and dealers have their certificate numbers printed on their trucks and invoices and that all persons engaged in the landscaping and maintenance business should pass an examination before a state board of examiners. The defeated recommendation that brought out a record attendance and caused the most discussion was that all nurserymen, dealers, agents or any persons engaged in the sale of nursery stock should be classified as dealers and upon payment of a fee of \$100 be issued a numbered certificate.

White-fringed Beetle Control.

Prof. M. E. Gardner, head of the department of horticulture, presided over the short course sessions. The welcoming address was given by J. H. Hilton, dean and director of the school of agriculture and forestry, who told how the college was keeping up with the times by constructing new build-

ings, opening new fields of research and adding more teachers. He stressed the importance of landscaping the new buildings on the campus.

J. A. Harris, associate state entomologist, introduced G. G. Rohwer, of the United States Department of Agriculture, bureau of entomology and plant quarantine, Macon, Ga. In his discussion of the white-fringed beetle Mr. Rohwer brought out the fact that all beetles are fertile and are able to produce eggs. The eggs, which hatch in May and June, can adhere to any material that is in contact with the ground, such as boards, old burlap, tree trunks, etc. He stressed the necessity of buying only certified stock so as not to spread this pest. Mr. Rohwer urged the nurserymen not to boycott certified nurseries which are located in the quarantine area, as these nurseries have had a thorough inspection.

In order to keep the white-fringed beetle out of their stock, some nurseries have erected metal barricades. Another method of prevention is to rake or cultivate 100 pounds of fifty per cent DDT per acre into the top three inches of soil. The waiting period after this soil application, if infested, is two years. Mr. Rohwer mentioned that a few quarantined nurseries have fumigation chambers which use methyl bromide in a vacuum to kill the

larvae, eggs and beetles. A newer method, however, is to dip the ball into a solution of piperonyl butoxide. This method seems to be the best way to treat infested material, as it will not harm any plants. DDT is used extensively as a spray to stop the spread of adult beetles. This spraying is done by hand or from jeeps, tractors, trucks and airplanes.

Azalea and Camellia Diseases.

Dr. Frank Hassis, associate pathologist of North Carolina State College, spoke on azalea and camellia diseases. Dr. Hassis said that there are twenty-five azalea diseases and sixteen camellia diseases. The most destructive to azaleas is azalea petal blight, which causes discoloration and earlier loss of flowers. Dithane is used to control the fungus before and during the blooming period. Azalea petal blight does not hurt the plant, but harms only the flower. If sprayed, the flowers will stay on the plant up to three weeks longer.

One of the worst camellia diseases is dieback. This is the dying of branch tips or occasionally the whole branch. The best treatment is to cut out all the diseased wood and to paint the cut surfaces. Dr. Hassis discussed

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2½ to 3 ft.	2.50
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16 to 24 ins.	1.00
150 Franklinia A., 10 to 14 ins., T.50
500 Taxus Capitata, 2-yr. S.12
1000 Ilex Convexa, S.	\$50.00 per 1000
10 Magnolia Lonenii, 4 to 5 ft.	7.00
100 Peony, high-rated, B&B.	1.50
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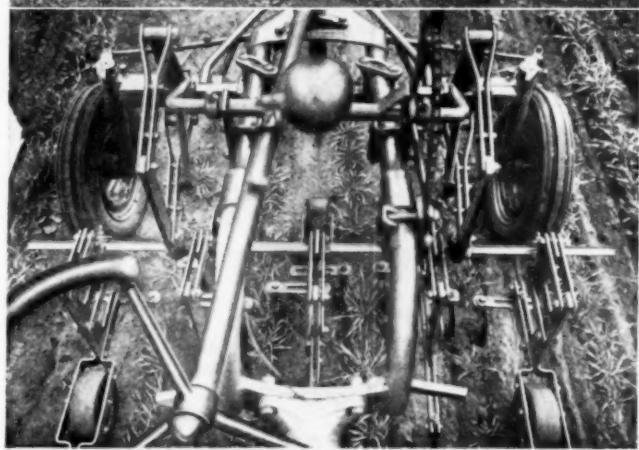
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Simply set the Model G wheels out to 64 inches for planting and cultivating up to six rows at a time. Standard six-inch tires make easy driving down 10-inch rows. Multiple-row planting and cultivating tools can be mounted or removed in less than five minutes.



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Here's your view of how to protect tender, high-cost seedlings. You can watch every row, cultivate as closely as a hoe, travel as slowly as $\frac{3}{4}$ miles per hour. Save much expensive hand work. Do your precision jobs on quarts instead of gallons of fuel — with the power that fits — the Rear Engine G Tractor.

Allis-Chalmers Tractor Division, Milwaukee 1, Wisconsin

Send me illustrated literature on the Model G Tractor for nursery operation.

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TRACTOR DIVISION • MILWAUKEE 1, U. S. A.

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1,000,000 Transplanted Liners, well grown, hardy stock.

Heavy liners from field beds of 1, 2 and 3-year plantings. X indicates times transplanted. 25 of a kind at 100 rate; 300 of a kind at 1000 rate. Shipped express or parcel post. Terms: Cash with order and packing free; otherwise 1/3 deposit, balance C.O.D., and packing charged at cost. Japanese beetle certification provided upon request. Write for our latest listing of nursery stock. Ready now.

	100 rate	1000 rate
	each	each
<i>Althaea (Hibiscus Syriacus)</i> , Rose of Sharon, 5 to 10 ins., sdig., 1-yr...	.03	.02
<i>Althaea (Hibiscus Syriacus)</i> , Rose of Sharon, 10 to 20 ins., sdig., 2-yr...	.05	.03
<i>Azalea mollis</i> , 6 to 9 ins., X, 3-yr...	.45	.22
<i>Azalea mollis</i> , 6 to 9 ins., XX, 3-yr, branched...	.45	.22
<i>Azalea mollis</i> , 9 to 12 ins., XX, 3-yr, branched (B&B add 25c)...	.65	.55
<i>Azalea mollis</i> , 12 to 15 ins., XX, 3-yr, branched (B&B add 25c)...	1.00	..
<i>Azalea mollis</i> , 15 to 18 ins., XXX, 4-yr, branched (B&B add 25c)...	1.25	..
<i>Berberis thun. atropurpurea</i> , 8 to 12 ins., X, 2-yr...	.17	..
<i>Buxus sempervirens</i> , 8 to 12 ins., XX, 2-yr...	.18	..
<i>Buxus welleri</i> , 2 to 5 ins., X, 1-yr...	.18	..
<i>Buxus welleri</i> , 4 to 8 ins., 2-yr...	.25	..
<i>Calycanthus floridus</i> , 4 to 10 ins., sdig...	.05	.04
<i>Chamaecyparis lawsoniana</i> , 8 to 12 ins., sdig., 2-yr...	.10	.08
<i>Chamaecyparis laws. alium</i> , X, 6 to 10 ins., 1-yr...	.15	.13
<i>Chamaecyparis laws. alium</i> , X, 10 to 15 ins., 2-yr...	.20	.18
<i>Chamaecyparis lawsoniana aurea</i> , 4 to 8 ins., X, 1-yr...	.15	.12
<i>Chamaecyparis pisifera</i> , 6 to 10 ins., X, 1-yr...	.15	.12
<i>Cytisus purpureus</i> , Scotch Broom, X, 2-yr...	.15	.12
<i>Elaeagnus angustifolia</i> , sdig., 1-yr...	.05	..
<i>Euonymus carrierei</i> , 4 to 8 ins., X, 1-yr...	.10	.06
<i>Euonymus carrierei</i> , 6 to 10 ins., XX, 2-yr...	.15	.12
<i>Euonymus carrierei</i> , 9 to 12 ins., XXX, 3-yr, cutback...	.25	.20
<i>Euonymus coloratus</i> , 4 to 8 ins., X, 1-yr...	.10	.08
<i>Euonymus coloratus</i> , 6 to 12 ins., XX, 2-yr...	.18	.16
<i>Euonymus fortunei erectus</i> , 4 to 8 ins., X, 1-yr...	.10	.08
<i>Euonymus fortunei erectus</i> , 8 to 12 ins., XX, 2-yr...	.18	.15
<i>Euonymus patens</i> , 4 to 8 ins., X...	.12	..
<i>Euonymus vegetus</i> , 4 to 8 ins., X...	.12	.11
<i>Ilex crenata</i> , 3 to 5 ins., X, 1-yr...	.12	..
<i>Ilex crenata</i> , 4 to 6 ins., X, 1-yr...	.17	..
<i>Ilex crenata</i> , 6 to 9 ins., XX, 2-yr...	.25	..
<i>Ilex crenata bullata</i> , Convex Leaf Holly, 4 to 6 ins., X...	.18	.16
<i>Ilex crenata bullata</i> , Convex Leaf Holly, 6 to 8 ins., XX, 2-yr...	.25	..
<i>Ilex crenata bullata</i> , Convex Leaf Holly, 8 to 12 ins., XXX, 3-yr...	.45	..
<i>Ilex glabra</i> , 4 to 6 ins., X...	.18	.16
<i>Ilex glabra</i> , 8 to 10 ins., XX, 3-yr...	.30	..
<i>Ilex rotundifolia</i> , 3 to 5 ins., X, 1-yr...	.13	.12
<i>Ilex rotundifolia</i> , 4 to 6 ins., XX, 2-yr...	.18	.16
<i>Ilex rotundifolia</i> , 6 to 8 ins., XX, 2-yr...	.24	..
<i>Ilex rotundifolia</i> , 8 to 12 ins., XXX, 3-yr...	.60	..
<i>Juniper</i> , Andorra, 6 to 9 ins., X, 1-yr...	.17	.15
<i>Juniper</i> , Andorra, 6 to 9 ins., XX, 2-yr...	.24	.22
<i>Juniper</i> , Irish, 6 to 8 ins., X, 1-yr...	.17	.15
<i>Juniper</i> , Irish, 8 to 12 ins., XX, 2-yr...	.24	.22
<i>Juniperus chinensis pinnatae annua</i> , 4 to 6 ins., X, 1-yr...	.15	..
<i>Juniperus squama hetzii</i> , 6 to 8 ins., X, 1-yr...	.17	.15
<i>Juniperus squama hetzii</i> , 8 to 10 ins., X, 1-yr...	.22	.20
<i>Juniperus squama hetzii</i> , 8 to 12 ins., XX, 2-yr...	.25	..
<i>Juniperus squama hetzii</i> , 12 to 15 ins., XX, 2-yr...	.35	..
<i>Juniperus horizontalis glauca</i> , 6 to 8 ins., X, 1-yr...	.15	..
<i>Juniperus horizontalis glauca</i> , 8 to 12 ins., XX, 2-yr...	.20	.18
<i>Juniperus pfitzeriana</i> Hill's Golden, 5 to 8 ins., X...	.30	..
<i>Juniperus virginiana</i> , 8 to 12 ins., sdig., 2-yr...	.07	.06
<i>Koelreuteria paniculata</i> , Golden Raintree, 4 to 8 ins., sdig., 1-yr...	.10	.08
<i>Larix europaea</i> , 6 to 12 ins., X, 2-yr...	.10	.08
<i>Leucothoe catesbeiana</i> , 4 to 6 ins., X, 1-yr...	.15	.13
<i>Myrsin caroliniana</i> , sdig., 1-yr...	.10	..
<i>Picea excelsa</i> , 6 to 8 ins., X, 3-yr...	.12	..
<i>Picea floribunda</i> , 6 to 10 ins., XX, 2-yr...	.35	..
<i>Picea floribunda</i> , 10 to 15 ins., XX, 3-yr...	.50	..
<i>Picea japonica</i> , Japanese Picea, 4 to 6 ins., R.C...	.20	..
<i>Picea japonica</i> , Japanese Picea, 6 to 8 ins., XX, 3-yr...	.45	..
<i>Picea japonica</i> , Japanese Picea, 8 to 12 ins., XXX, 3-yr...	.65	..
<i>Pieris japonica</i> , Japanese Pieris, 12 to 15 ins., XXX, 3-yr...	1.00	..
<i>Pieris mariana</i> , 8 to 10 ins., XX, 3-yr...	.65	..
<i>Pieris mariana</i> , 10 to 15 ins., XX, 3-yr...	.90	..
<i>Pinus montana mugo</i> , 2 to 5 ins., sdig., 2-yr...	.05	.04
<i>Pyracantha laetali</i> , 3 to 6 ins., R.C...	.10	..
<i>Quercus palustris</i> , Pin Oak, 4 to 6 ins., sdig., 1-yr...	.08	.06
<i>Quercus palustris</i> , Pin Oak, 6 to 12 ins., sdig., 1-yr...	.12	.10
<i>Rhododendron carolinianum</i> , 8 to 12 ins., XX, 4-yr...	.85	.70
<i>Rhododendron hybrid</i> , 9 to 12 ins., XXX, 4-yr...	1.50	..
<i>Rhododendron hybrid</i> , 12 to 15 ins., XXX, 4-yr, (B&B add 25c)...	2.25	..
<i>Rhododendron hybrid</i> , 15 to 18 ins., (B&B add 25c)...	2.25	..
<i>Taxus baccata</i> , 3 to 6 ins., X, 1-yr...	.14	.12
<i>Taxus baccata</i> , 6 to 8 ins., X, 1-yr...	.18	.16
<i>Taxus capitata</i> , 5 to 8 ins., X, 1-yr...	.18	.17
<i>Taxus capitata</i> , 6 to 8 ins., XX, 2-yr...	.25	..
<i>Taxus capitata</i> , 8 to 12 ins., XX, 3-yr...	.35	..
<i>Taxus cuspidata</i> , 3 to 6 ins., X, 1-yr...	.12	.11
<i>Taxus cuspidata</i> , 6 to 9 ins., X, 1-yr...	.15	.12
<i>Taxus cuspidata</i> , 6 to 9 ins., XX, 2-yr...	.20	.18
<i>Taxus cuspidata</i> , 8 to 10 ins., XX, 3-yr...	.28	..
<i>Taxus cuspidata</i> , 10 to 15 ins., XX, 3-yr...	.35	..
<i>Taxus media</i> , 6 to 12 ins., X, 1-yr...	.14	.12
<i>Taxus media</i> , 6 to 12 ins., XX, 2-yr...	.14	.12
<i>Taxus media</i> Hicksii, 6 to 8 ins., X, 1-yr...	.18	.16
<i>Thuja occidentalis</i> , 4 to 8 ins., sdig., 2-yr...	.08	.06
<i>Thuja occ. ellipteriana</i> , 6 to 9 ins., XX, 2-yr...	.15	..
<i>Thuja occ. elegantissima</i> Geo. Peabody, 4 to 6 ins., X, 1-yr...	.14	.12
<i>Thuja occ. elegantissima</i> Geo. Peabody, 6 to 9 ins., X, 1-yr...	.18	.16
<i>Thuja occ. globosa</i> , 4 to 6 ins., X, 1-yr...	.12	.11
<i>Thuja occ. globosa</i> , 6 to 8 ins., XX, 2-yr...	.18	.16
<i>Thuja occ. globosa</i> , 8 to 10 ins., XX, 3-yr...	.25	..
<i>Thuja occ. globosa</i> , 10 to 12 ins., XX, 3-yr...	.35	..
<i>Thuja occ. occidentalis</i> , 6 to 9 ins., XX, 2-yr...	.15	.13
<i>Thuja occ. pyramidalis</i> , 4 to 6 ins., X, 1-yr...	.15	.13
<i>Thuja occ. pyramidalis</i> , 6 to 8 ins., X, 1-yr...	.18	.16
<i>Thuja orientalis</i> , Oriental Arborvitae, 4 to 8 ins., sdig., 1-yr...	.05	.03
<i>Thuja orientalis</i> , Oriental Arborvitae, 6 to 9 ins., sdig., 2-yr...	.08	.06
<i>Tsuga canadensis</i> , 12 to 15 ins., XXX, 5-yr, (B&B add 25c)...	.65	..

PALLACK BROS. NURSERIES, Inc.

(On Highway 19, 31 mi. north of Pittsburgh, Pa.)

R.F.D. 1

Phone: Zelenople 476-21

HARMONY, PA.

root rot, another camellia disease. Symptoms of root rot are loss of color, wilting and the bronzing of foliage. Wet soil hastens root rot, but does not cause it. Dry soil will prevent much of the fungus. Steam sterilizing or a fumigant, such as MC-2, will help stop the spread of root rot.

Camellia scab affects the appearance of the plant, but not its health. There is no known control of camellia scab. However, removing the affected leaves will improve the appearance. Care should be taken not to harm the plant by cutting off too many leaves.

Insects and Weeds.

The topic of C. F. Smith, entomologist, was "Insect Control in the Nursery." In speaking of Parathion, Mr. Smith told the nurserymen that it is being used more and more for control of mites and aphis. Although Parathion does not affect some insects, the poison continues to grow in use. A special mask is now being developed for those who work with Parathion, since the toxicity of it is seventy times that of DDT. In closing his address, Mr. Smith recommended nicotine, Parathion and Lindane for aphis and mites; oil emulsion for tea and azalea scale; DDT, Chlordane and Toxaphene for chewing insects, and a spray of eight pounds to fifty per cent DDT to 100 gallons of water for the control of borers. The last-named should be sprayed on the trunks of trees the first part of July, August and September.

Weed control by chemicals was the subject of a talk by W. C. Shaw, extension weed specialist. Mr. Shaw told the nurserymen that, though there have been many new developments in chemical weed control, cultivation is still necessary to maintain proper moisture in the soil. One and one-half pounds of sodium chlorate per gallon of water to be sprayed on 100 square feet of soil was recommended for the control of Bermuda, Johnson, quack and nut grasses. One pound of Ammate to one gallon of water is used to kill poison ivy. Red maple and ilex tolerate 2,4-D, but caution must be used in applying it. Methyl bromide (MC-2) controls weed seeds in seedbeds and lining-out beds. After this summary, Mr. Shaw showed pictures of equipment applying the weed killers.

L. Y. Ballantine, commissioner of agriculture, expressed his opinion on the subject of nurserymen's educating the public. Mr. Ballantine thought that people should learn the proper method of planting their homes and

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Place your order now for shipment when wanted. All stock listed here can be shipped promptly upon receipt of order. Liberally graded, true-to-name, best quality stock—offered at attractive prices.

CANNAS

Carefully grown under our personal supervision, they are true-to-name, liberally graded, 2 to 5-eye, strong divisions and will please the most exacting type of customer. Our Cannas are available for delivery when wanted during the Winter and Spring months.

Per	Per
100	1000

Allemania, Ambassador, Charles Henderson, City of Portland, Egandale, Firebird, Florence Vaughan, Golden Gate, Hungaria, Kate Grey, King Midas, Madam Crozy, Richard Wallace, Shenandoah, Venus Pink, Wintzer's Colossal, Wyoming.	\$6.00	\$50.00
King Humbert, President, Copper Giant, Louis Cayeux, Yellow King Humbert.	7.00	60.00

PEACH TREES

1-year Buds	Per	Per	Per	
Each	10	100	1000	
1-in. and up, heavily br.	\$1.05	\$9.00	\$80.00	\$750.00
7/8 to 1-in., 6 to 7 ft.	.90	7.50	65.00	600.00
11/16 to 7/8-in., 5 to 6 ft.	.75	6.00	50.00	450.00
9/16 to 11/16-in., 4 to 5 ft.	.65	5.00	40.00	350.00
7/16 to 9/16-in., 3 to 4 ft.	.55	4.00	30.00	250.00
5/16 to 7/16-in., 2 to 3 ft.	.45	3.00	20.00	150.00
1/4 to 5/16-in., 2 to 3 ft.	.40	2.50	15.00	125.00

Belle of Georgia, Brackett, Carman, Crawford's Early, Crawford's Late, Early Rose, Elberta, Gage Elberta, Goldeneast, Golden Jubilee, Greensboro, Halehaven, Heath Cling, Hiley, J. H. Hale, Krummel's Late, O'Boy, Redhaven, Rochester, Shipper's Late Red, Summercrest, Triogem, Valiant, Vedette, White Hale.

APPLE TREES

2-year Buds	Per	Per	Per	
Each	10	100	1000	
1-in. and up, heavily br.	\$1.05	\$9.00	\$80.00	\$750.00
7/8 to 1-in., 6 to 7 ft.	.90	7.50	65.00	600.00
11/16 to 7/8-in., 5 to 6 ft.	.70	5.50	45.00	400.00
9/16 to 11/16-in., 4 to 5 ft.	.65	5.00	40.00	350.00
7/16 to 9/16-in., 3 to 4 ft.	.50	3.80	28.00	250.00
5/16 to 7/16-in., 2 to 3 ft.	.45	3.20	22.00	200.00
Baldwin, Double Red Delicious, Red Gravenstein, Grimes Golden, Hyslop Crab, Double Red Jonathan, Lodi, McIntosh, Double Red McIntosh, Red Spy, Red Rome, R. I. Greening, Solid Red Delicious, Double Red Stayman, Williams Early Red, Yellow Delicious, Yellow Transparent, York Imperial.				

PEAR TREES

2-year Buds	Each	Per 10	Per 100
11/16-in. and up, 5 to 6 ft.	\$1.05	\$9.00	\$75.00
9/16 to 11/16-in., 4 to 5 ft.	.90	7.50	60.00
7/16 to 9/16-in., 3 to 4 ft.	.75	6.00	45.00

Bartlett, Clapp Favorite, Duchess, Kieffer, Seckel.

SOUR CHERRY

Each	Per 10	Per 100	
11/16-in. cal. and up	\$1.20	\$10.50	\$90.00
9/16 to 11/16-in. cal.	1.10	9.50	80.00
7/16 to 9/16-in. cal.	.95	8.00	65.00
5/16 to 7/16-in. cal.	.85	7.00	55.00

Montmorency, May Duke, Early Richmond, English Morello.

SWEET CHERRY

Each	Per 10	Per 100	
11/16-in. cal. and up	\$1.40	\$12.50	\$115.00
9/16 to 11/16-in., 4 to 5 ft.	1.15	10.00	90.00
7/16 to 9/16-in., 3 to 4 ft.	1.00	8.50	75.00
5/16 to 7/16-in., 2 to 3 ft.	.90	7.50	65.00

Black Tartarian, Governor Wood, Lambert, Napoleon, Schmidt's Bigarreau, Yellow Spanish.

ASPARAGUS ROOTS

Our Asparagus Roots have made a very good growth this season. We are the largest growers of Asparagus in the country. Write for special prices on large numbers.

MARY WASHINGTON, PARADISE

2-yr., No. 1	Per	Per	Per	Per
	25	100	250	1000
2-yr., No. 1	\$0.75	\$2.50	\$4.75	\$16.00
1-yr., No. 1	.60	2.00	3.50	10.00

RHUBARB ROOTS

VICTORIA, MYATT'S LINNAEUS.

2-in. and up, forcing grade	Per	Per	Per	Per
	25	100	250	1000
2-in. and up, forcing grade	\$2.75	\$9.50	\$22.50	...
1 1/2 to 2-in. cal.	2.00	6.50	15.00	\$55.00
1 to 1 1/2-in. cal.	1.50	4.50	10.00	35.00
5/8 to 1-in. cal.	1.25	3.50	7.50	25.00
1/2 to 5/8-in. cal.	1.00	2.50	5.00	16.00

BERRY PLANTS

No. 1 grade

Per	Per	Per	Per	
10	25	100	1000	
Thorny Boysenberry	\$1.00	\$2.00	\$6.00	\$40.00
Thornless Boysenberry	1.00	2.00	7.00	50.00
Lucretia Dewberry	.60	1.25	4.00	30.00
Cumberland Raspberry	1.00	2.00	6.00	45.00
Indian Summer Raspberry	1.00	2.00	7.00	60.00
Latham Raspberry	1.00	2.00	6.00	50.00
St. Regis Raspberry	1.00	2.00	6.00	50.00
Sunrise Raspberry	1.00	2.00	7.00	60.00
Blowers Blackberry	1.00	2.00	6.00	45.00
Eldorado Blackberry	1.00	2.00	6.00	45.00

GRAPEVINES

Our grapes have heavy, fibrous root systems, with many lengthy canes at the top. Write for prices on large numbers.

CONCORD (blue):	Each	10	100	1000
2-yr., No. 1 grade	Per	Per	Per	Per
2-yr., No. 1 grade	\$0.25	\$1.75	\$12.00	\$90.00
1-yr., No. 1 grade	.20	1.50	9.00	60.00

FREDONIA (black).

NIAGARA (white):

2-yr., No. 1 grade	.25	1.75	12.00	100.00
1-yr., No. 1 grade	.20	1.50	9.00	70.00

AGAWAM (red), BRIGHTON (red),

CATAWBA (mahogany), MOORE'S

DIAMOND (white), MOORE'S

EARLY (black), WORDEN (black):

2-yr., No. 1 grade	.30	2.00	15.00	120.00
1-yr., No. 1 grade	.25	1.75	12.00	90.00

CACO (red), DELAWARE (red),

PORTLAND (white):

2-yr., No. 1 grade	.30	2.25	18.00	150.00
1-yr., No. 1 grade	.25	2.00	15.00	120.00

PLUM TREES

11/16 to 7/8-in. cal. and up	Each	Per 10	Per 100
11/16 to 7/8-in. cal. and up	\$1.00	\$8.50	\$75.00
9/16 to 11/16-in. cal.	.85	7.00	60.00
7/16 to 9/16-in. cal.	.70	5.50	45.00
5/16 to 7/16-in. cal.	.65	5.00	40.00

Abundance, Burbank, Fellenberg, Stanley, Shropshire Damson, Red June.

FREE PACKING FOR CASH WITH ORDER. Our regular Wholesale List offers a complete line of nursery stock. If you did not receive your copy, write us today. When requesting wholesale rates, kindly use your printed stationery. If interested in large lots, please submit a list of your anticipated requirements for special consideration.

FRUIT TREES

The production of fruit trees has been a specialty with Willis since 1872.



2-year budded Pear photographed in our fields Aug. 2, 1949.

Apples and Crab Apples

Two-year Grafts

	Per 100	Per 1000
11/16-in. up. 4 1/2 ft. up...	\$40.00	\$350.00
9/16 to 11/16-in., 4 ft. up.	35.00	300.00
7/16 to 9/16-in., 3 ft. up.	28.00	250.00
5/16 to 7/16-in., 2 ft. up.	22.00	200.00
Anoka	McIntosh, Dk. Red	
Beacon	McIntosh, Early	
Delicious, Dk. Red	Red Rome Beauty	
Delicious, Yellow	Red Bird	
Deluxe	Stayman, Dk. Red	
Duchess, Red	Transcendent Crab	
Haralson	Turley	
Hyslop Crab	Wealthy	
John's Crab	Whitney Crab	
Jonathan	Winesap	
Jonathan, Dk. Red	York Imperial	

Peaches

One-year Buds

	Per 100	Per 1000
11/16-in. up. 4 1/2 ft. up...	\$50.00	\$400.00
9/16 to 11/16-in., 4 ft. up.	40.00	300.00
7/16 to 9/16-in., 3 ft. up.	25.00	220.00
5/16 to 7/16-in., 2 ft. up.	18.00	150.00
Belle of Georgia	Gage Elberta	
Champion	Golden Jubilee	
Cumberland	Halehaven	
Delicious	J. H. Hale	
Early Elberta	Mayflower	
Early Red Fre	Redhaven	
Elberta	Shipper's Late Red	
Early Wheeler	Triogem	

Plums

Per 100 Per 1000

	Per 100	Per 1000
11/16-in. up. 4 1/2 ft. up...	\$70.00	\$650.00
9/16 to 11/16-in., 4 ft. up.	55.00	500.00
7/16 to 9/16-in., 3 1/2 ft. up.	45.00	400.00
5/16 to 7/16-in., 2 ft. up.	35.00	300.00
Compass	Opata	
Hanska	Sapa	

Apricots

One-year

	Per 100	Per 1000
11/16-in. up. 4 1/2 ft. up...	\$80.00	\$750.00
9/16 to 11/16-in., 4 ft. up.	65.00	600.00
7/16 to 9/16-in., 3 ft. up.	50.00	450.00
5/16 to 7/16-in., 2 ft. up.	35.00	300.00

Border Queen Moorpark

Early Golden

Cherries, Sour

Per 100 Per 1000

	Per 100	Per 1000
11/16-in. up. 3 1/2 ft. up...	\$85.00	\$800.00
9/16 to 11/16-in., 2 ft. up.	75.00	700.00
7/16 to 9/16-in., 2 1/2 ft. up.	60.00	550.00
5/16 to 7/16-in., 2 ft. up...	45.00	400.00

Cherries, Sweet

One-year, Mostly Whips

	Per 10	Per 100
11/16-in. up. 4 1/2 ft. up...	\$12.00	\$110.00
9/16 to 11/16-in., 4 ft. up.	9.50	90.00
7/16 to 9/16-in., 3 ft. up.	7.50	70.00
Governor Wood	Napoleon	
Kansas Sweet		

Pears—Standard

Two-year

Per 100 Per 1000

	Per 100	Per 1000
11/16-in. up. 4 1/2 ft. up...	\$70.00	\$650.00
9/16 to 11/16-in., 4 ft. up.	55.00	500.00
7/16 to 9/16-in., 3 ft. up.	45.00	400.00
5/16 to 7/16-in., 2 ft. up.	35.00	300.00
Bartlett	Duchess	
Copes	Garber	
Douglas	Kleffer	

THE WILLIS NURSERY CO.

"Your Wholesale Nurserymen"

OTTAWA, KANSAS

should be taught the correct way to control insects, weeds and plant diseases. It should be up to nurserymen to give their customers this information. A demonstration planting of a model home, so that the average person could see what he needed to make his property more beautiful, was suggested by the commissioner.

Landscape Panel.

The theme of the conference, "Landscaping the Small Property," was the subject of a panel discussion led by J. H. Harris, extension landscape specialist. E. G. Thurlow, head of the department of landscape architecture, and A. G. Smith, Jr., associate horticulturist of Virginia agricultural experiment station, participated in the discussion. Mr. Harris said that a knowledge of agriculture, horticulture and engineering was needed in landscaping even the small property.

Mr. Thurlow opened his talk by emphasizing the need for more screen and background planting. So many houses are built without regard to exposure or scenery, and the nurseryman has to correct this the best way he can. He also pointed out that the cheapest way is by no means the best way. The nurseryman should try to do away with the public's idea that only the front of a house needs planting. Only a few plants are needed to separate the house from the grounds, and trees should be used to frame the house. Instead of planting trees directly in front of the house, one should place them slightly forward and to the side. This frames the home as well as shades it. Mr. Thurlow also disapproved of the use of tall pointed plants at the corners of houses. Pointed forms at the corners accent the corners, whereas round forms tend to subdue them. If plants are placed outside the corners it gives the appearance of greater width. If placed inside the corners, plants give the house a narrower appearance. When pointed plants are used at the corners, surround these with low-growing plants. On wide front entrances, Mr. Thurlow suggested the use of ivy around the doorway. For narrow entrances, use a plant on either side. Do not have pointed forms in the front yard, such as lawn chairs, tables and specimen plants. These should be used in the side or rear yards.

J. H. Harris pointed out five basic uses for plants and trees: Screen planting, enframing, foundation, enclosure and shade. He emphasized that foundation planting is only one of the five basic uses. He also brought out the fact that too many types of

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An applicator for insecticides, fungicides, weed killers and liquid fertilizers. Operates from water pressure from ordinary hose connection.

Offers easiest way in the world to apply crab-grass killer.

Operating time is from 14 to 36 minutes, depending upon the amount of pressure used.

One quart of concentrate "HOZZER CIDE" sufficient to spray up to a half acre.

Complete instructions given on labels of spray material holders.

Apparatus weighs only eleven pounds, and may be installed in approximately two minutes. Simply drive stake into ground near water outlet, place the BUGHOZZER on stake, connect its hose to spigot and fasten garden hose to bottom. When cylinder is filled with toxicant, the concentrate is mixed properly with flowing water.

Many, many BUGHOZZER and HOZZER CIDE users and dealers are nurserymen.

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(Insecticide Section)

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MICHIGAN-GROWN FRUIT TREES

The following list of well grown, quality Fruit Trees is offered to the wholesale trade.

APPLE TREES		Per 100	Per 1000	PEAR TREES		Per 100	Per 1000
11/16-in. and up.....	\$40.00	...		11/16-in. and up.....	\$65.00	\$600.00	
9/16-in. and up.....	35.00	...		9/16-in. and up.....	50.00	450.00	
11/16-in. 9/16-in.				7/16-in. and up.....	45.00	400.00	
Anoka	39	15		11/16-in. 9/16-in. 7/16-in.			
Baldwin	43	7		Bartlett	200	229	90
Duchess	81	20		Bosc	35	56	24
Golden Delicious	151	29		Claireau	13	10	7
Golden Russet	29	10		Clapp Favorite	155	100	66
Grimes Golden	115	27		Conference	30	22	13
Hyslop Crab	104	29		Duchess	113	38	9
Jonathan	173	124		Flemish Beauty	124	42	26
McIntosh	207	131		Kieffer	160	100	46
Northern Spy	94	13		Lincoln	68	44	30
Red Astrachan	61	34		Seckel	139	62	22
Red Delicious	242	90		Sheldon	113	31	11
Red Spy	111	77					
Rome Beauty	17	13					
R. I. Greening	71	20					
Stayman Winesap	43	8					
Tolman Sweet	37	13					
Turley Winesap	47	17					
Wealthy	134	74					
Yellow Transparent	135	59					
PEACH TREES		Per 100	Per 1000	APRICOT TREES		Per 100	Per 1000
1-in. and up.....	\$60.00	\$500.00		1 to 1 1/4-in. and up.....	\$75.00	...	
11/16-in. and up.....	45.00	400.00		11/16-in. and up.....	65.00	...	
9/16-in. and up.....	35.00	300.00		9/16-in. and up.....	50.00	...	
7/16-in. and up.....	25.00	200.00		1 to 1 1/4-in. 11/16-in. 9/16-in.			
11/16- 9/16- 7/16-				Early Golden	55	47	18
1-in. in. in. in.				Moorpark	55	58	..
PLUM TREES		Per 100	Per 1000	PLUM TREES		Per 100	Per 1000
1 to 1 1/4-in. and up.....	\$65.00	\$600.00		1 to 1 1/4-in. and up.....	\$65.00	\$600.00	
11/16-in. and up.....	50.00	450.00		11/16-in. and up.....	50.00	450.00	
9/16-in. and up.....	45.00	400.00		9/16-in. and up.....	45.00	400.00	
7/16-in. and up.....	35.00	300.00		1 to 1 1/4-in. 11/16-in. 9/16-in.			
11/16- 9/16- 7/16-				Abundance	75	11	..
1-in. in. in. in.				Bradshaw	33	90	20
Arp Beauty ..	12	120	110	Burbank	100	70	9
Champion ..	65	212	84	Chief Pontiac	47	32	4
Early Elberta ..	55	570	666	German Prune	17	74	28
July Elberta ..	55	200	200	Grand Duke	10	68	25
Elberta	170	...	...	Green Gage	43	94	11
Fertile Hale ..	10	159	158	Monarch	52	120	19
Fairhaven ..	45	270	260	Lombard	112	100	30
Halehaven ..	120	1240	1084	Shropshire Damson	25	100	32
J. H. Hale ..	45	477	270	Stanley Prune	56	100	39
Redhaven ..	220	1109	466	Yellow Egg	65	57	..
Rochester ..	44	347	233				
Southhaven ..	49	120	66				
Sunglow ..	22	142	104				
Golden							
Jubilee ..	172	880	430				
Red-flowering							
Peach							
White-flowering							
Peach	104	90	30				

Cherry Trees have been certified free from virus disease by the Michigan Department of Agriculture, and all stock has been inspected and carries a certificate from the State of Michigan.

Please make your reservations at once so that your order can be reserved and shipped when you want it.

Usual terms to firms with established credit. Otherwise, cash with order.

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THE RHODE ISLAND NURSERIES

NEWPORT, R. I.

Acer palmatum atropurpureum. 3-yr. transplants, 6 to 12 ins.

Viburnum opulus. 2-yr. transplants, 6 to 12 ins.

Myrica cerifera. 2-yr. transplants, 3 to 6 ins.

Write for samples and prices.

J & P

EVERGREENS
SHADE TREES

In good assortment.

SHRUBS, VINES
HEDGE PLANTS, etc.

Jackson & Perkins Co.
NEWARK,
NEW YORK STATE

plants are used in the foundation planting. Groups of the same kind of plants give a better impression.

A. G. Smith, Jr., showed colored slides that he had taken over the past fifteen years. They illustrated all the points mentioned by Mr. Harris and Mr. Thurlow. Mr. Smith stressed the mistake of planting screens right on the property line. They should be planted on the owner's side so that half of the screen will not hang over on the neighbor's side.

JEWELL OFFICERS.

Vernie Johnson and Harold Heins were named vice-presidents of Jewell Nurseries, Inc., Lake City, Minn., at a meeting of the firm's board of directors held late in 1949.

Both Mr. Heins and Mr. Johnson have been constantly connected with nursery work at Jewell since their high school days and have learned the business thoroughly from the ground up. They are in their early 40's and divide their time between wholesale sales work for the company and duties at the nursery. At the nursery Mr. Heins is in charge of shipping and traffic, while Mr. Johnson has supervision over the greenhouses as his responsibility.

Officers of Jewell Nurseries, Inc., are as follows: Ken Law, president; Mr. Heins and Mr. Johnson, vice-presidents; William G. Lindmeier, treasurer; Kenneth R. Smith, secretary.

CITY TO LANDSCAPE GIFT PARK FROM ROYERS.

In 1939 Mr. and Mrs. R. P. Royer, Boxwood Gardens, High Point, N. C., gave to the city of High Point a 10-acre tract of land to be used for a park. From the date of the gift it was designated Royer park. In May, 1947, the name was officially changed to Bruce Armstrong Memorial park in memory of Mrs. Royer's son, who died in the service of his country. In December the parks commission decided to develop the wooded area into a landscaped park, picnic area and playground. Grading is now under way for spring planting. It is hoped that in the near future the budget will permit the use of some of this property for the site of a community center and municipal auditorium.

OVER 3,000 persons called one Sunday afternoon last month to celebrate the opening of Cowden Gardens, San Angelo, Tex. The nursery department, according to the owner, Jax Cowden, Jr., was opened later.

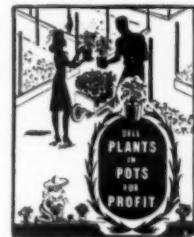


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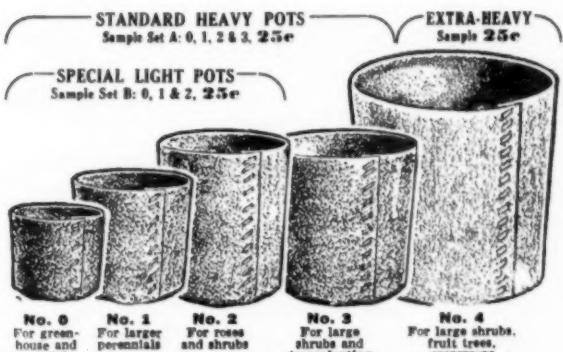
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EXECUTIVE SECRETARY



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WASHINGTON 5, D. C.

"PLANT AMERICA" DINNER.

About seventy-five persons attended the inaugural dinner of the slogan, "Plant America," as guests of the American Association of Nurserymen, in the Astor Gallery of the Waldorf-Astoria hotel, New York, Thursday evening, January 5.

The speaker of the evening was James H. Duff, governor of Pennsylvania, long known as an ardent conservationist. He was preceded by James E. Ilgenfritz, president, and Dr. Richard P. White, executive secretary, of the American Association of Nurserymen, whose welcoming remarks were followed by an address by Mrs. Leonard B. Slosson, Los Angeles, Calif., president of the National Council of State Garden Clubs.

Endorsement has been given to the "Plant America" movement by many national organizations, not only those having to do with gardening, forestry, various branches of horticulture and agriculture, but also such organizations as the American Automobile Association, American Bankers' Association, Association of American Railroads, Society of Industrial Realtors and United States Chamber of Commerce.

"Plant America" includes soil conservation, flood control, forest conservation, wildlife preservation, improvement of farmsteads and city areas, roadside landscaping and improvement, landscaping of industrial sites, planting of school and church grounds and, in general, planting for better living and more beautiful home surroundings throughout America.

"Plant America," says an A. A. N. statement, will help to conserve the land and well being and health of people. By instilling in the public mind a consciousness of the fact that "the land is our most precious heritage" and by action in planting in accordance with both need and the proper design, not only will "Plant America" give Americans greater satisfaction in living, but it will make them more proud of their homes, factories, their communities and their country.

The banqueters sat at a table outlining an oblong, in which potted azaleas in full flower about a central fountain made an effective show of

color. Two large vases of long-stemmed red roses were of the new variety Happiness, to be introduced in 1951 by the Conard-Pyle Co., West Grove, Pa., the cut blooms coming from the greenhouses of the Joseph H. Hill Co., Richmond, Ind.

A. A. N. DIAMOND JUBILEE CONVENTION PLANS.

Marking its seventy-fifth anniversary this year, the American Association of Nurserymen has the distinction of being the oldest trade association of continuous service in the United States. This summer most of its more than 1,100 members, families and guests will travel to Washington, D. C., to celebrate the association's diamond jubilee at the annual convention, July 17 to 21. Headquarters will be Hotel Statler.

Tentative plans have been made by the committee on local arrangements under the chairmanship of J. H. Burton, Hyattsville, Md. Assisting him are A. S. Gresham, Jr., Richmond, Va., cochairman; John Wight, Cairo, Ga., treasurer; Adolph Gude, A. Gude Sons Co., Rockville, Md.; William C. Price, Towson Nurseries, Towson, Md.; Edward

3300 *Philadelphus virginalis*,
1-yr. R.C., 18 to 24 ins., 3
branches or more. Fine mail-
order grade.
\$22.50 per 100;
\$175.00 per 1000.

3500 *Forsythia spectabilis*,
R.C., 12 to 18 ins.
\$5.00 per 100; \$40.00 per 1000.

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On own roots.
Large plants, 5 ft. and up.
Charles X, William Robinson,
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To plant now
AMERICAN ARBORVITAE, 10 ft.
An assortment of heavy stock
for landscaping.

RED LAKE RED CURRANTS, 2-yr. No. 1

SAMUEL FRASER NURSERY
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AMERICAN NURSERYMAN

Stock, Stock Bros., Inc., Bethesda, Md.; Moultrie Lanier, Richmond, Va.; Fred Shoosmith, Richmond, Va., and Sam Tankard, Exmore, Va. All subcommittees have been appointed and will be announced for later.

Meeting Schedule.

The A. A. N. program will start July 17 with a meeting of the board of governors in the morning followed by the keynote luncheon. The board of governors will also meet July 19 and 20. The annual past presidents' banquet is set for the evening of July 20.

A full week of activities has been planned, starting July 14 with meetings of allied trade groups. The Ornamental Growers' Association and the Fruit Tree Growers' Association will hold meetings of their stock committees July 14 and full meetings July 15. All-America Rose Selections, Inc., will meet July 16. The Baby Ramblers and the American Nurserymen's Protective Association will have breakfast meetings July 17, and the National Association of Plant Patent Owners will also meet July 17. Scheduled for July 18 are a breakfast meeting of the Retail Nurserymen's Association, the all-day annual meeting of the National Land-

HARDY NATIVE EVERGREENS

Collected Stock

Canadian Hemlock, American Arborvitae, Balsam Fir

Per 100 Per 1000

2 to 4 ins., sdlg...	\$0.80	\$ 5.00
3 to 6 ins., sdlg...	1.50	10.00
6 to 9 ins., sdlg...	2.50	15.00
9 to 12 ins.....	6.00	40.00
12 to 18 ins.....	8.00	65.00

All first-quality stock, well rooted and packed in sphagnum moss.

Send for trade list.

Cash, please.

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LINING-OUT STOCK

Spring, 1950

Hardy Azalea Hinodegirl, Hinomayo, Nome, Snow, Azalea Kaempferi Hybrids: Carmen, Cleopatra, Fedora, Atalanta, Mme. Butterfly, etc.

1-yr., 3 to 5 ins., 15c ea.;
4 to 6 ins., 25c ea.

2-yr., 4 to 6 ins., 35c ea.;

6 to 8 ins., 50c ea.

Cornus florida rubra, 1-yr. grafts, 18 to 24 ins., 75c ea. *Acon. nitropurpureum*,

1-yr. grafts, 18 to 24 ins., 75c ea.

1-yr. grafts, many varieties, 20c ea. Ask for complete list of other varieties.

DEERFIELD NURSERIES
DEERFIELD STREET P.O. N. J.

SHERWOOD'S LINING-OUT STOCK OF EXTRA-FINE QUALITY

	Per 100	Per 1000		Per 100	Per 1000
Ajuga reptans rubra (Purpleleaf Bugle)					
A worthy rock plant and ground cover. Has a rich green, slightly bronzed foliage, which is heavy and cleaves close to the ground. The blue flower spikes are 6 inches tall, are numerous and appear in the spring.					
1-year plants	\$ 7.00	\$ 56.00			
Azalea hinodegiri (Crimson Azalea)					
Dwarf, very compact, evergreen azalea. Heavy glossy foliage, hardy in western Oregon. When in bloom the plant is completely covered with bright red flowers.					
6 to 9 ins., once transplanted	16.00	128.00			
9 to 12 ins., once transplanted	20.00	160.00			
Sherwood Orchid Azalea					
This is a hybrid hinodegiri and our own introduction. Foliage about the size and gloss of the Hinodegiri Crimson Azalea but the plant is harder. Flowers are a clear lavender with speckled throat, completely cover the plant and are large for a dwarf azalea.					
6 to 9 ins., once transplanted	16.00	128.00			
9 to 12 ins., once transplanted	20.00	160.00			
Sherwood Red Azalea					
A magnificent azalea. Compact dwarf and evergreen. Foliage so glossy, shiny, bright green turning in cold weather to fiery red. Better foliage than Azalea hinodegiri from which it was hybridized. Flowers in such abundance that the foliage is almost entirely hidden and of the most brilliant blood-red imaginable.					
3 to 6 ins., once transplanted	15.00	120.00			
6 to 9 ins., once transplanted	20.00	160.00			
Castanopsis sempervirens (Bush Chinquapin)					
One of Oregon's wonderful native evergreens seldom offered to the trade. Grows only 5 to 6 feet high. Foliage very dense. Leaves dark green above, russet beneath. Flowers in white clusters followed by chestnut-like fruits. Bush Chinquapin is a fine foundation shrub, also good for hedges and borders.					
6 to 12 ins., twice transplanted (field-grown)	16.00	128.00			
Chamaecyparis lawsoniana ellwoodii (Ellwood Cypress)					
A semidwarf and comparatively new addition to the cypress family. Ellwood Cypress is a trim, compact, narrow pyramid with soft, feathery, bluish-green foliage. Naturally grows in its lovely form with scarcely any pruning. Hardy.					
6 to 8 ins., once transplanted	10.00	80.00			
Cistus laurifolius (Laurel Rockrose)					
Upright evergreen shrub, growing to a height of 4 to 6 feet. Has thick, heavy, soft green leaves usually whitish beneath. It blooms from June to August with waxy, white flowers 2 to 3 inches in diameter. Rare.					
6 to 12 ins., once transplanted	9.00	72.00			
Cotoneaster parneyi (Parney Cotoneaster)					
This is probably the best of the upright cotoneasters. It is evergreen, leaves of heavy, dark green effect. Grows to about the size of franchetti, 6 to 8 feet, bears berries of brilliant red luster and in almost unbelievable profusion.					
6 to 12 ins., once transplanted	12.00	96.00			
Cunninghamia lanceolata (Chinese Fir)					
The needles grow in two rows along the stem, are lance shaped, flat, very pointed and attain a length of 1½ to 2½ inches. The foliage is green and bronze and the glossiest of any conifer with which we are familiar. An irregular pyramid, an aristocrat. Hardy.					
6 to 12 ins., once transplanted	13.00	104.00			
12 to 15 ins., once transplanted	16.00	128.00			
Daphne odora (Winter Daphne)					
One of the favorites among broad-leaved evergreens. Attractive both in flower and foliage. Leaves are broad and glossy and the flowers, which are pearl-pink, appear in clusters and are of intense and pleasing fragrance.					
2 to 5 inches, once transplanted	14.00	112.00			
Erica mediterranea hybrida (Darley Heath)					
It is hardy and dwarf, seldom reaching more than 1 foot in height. It has beautiful, dense, dark green foliage, and from early winter to late spring is covered with a profusion of lovely purplish blooms. A winter bloomer, hardy, equally good for rockeries, borders, groups and masses.					
6 to 8 ins., twice transplanted	12.00	96.00			
Gaultheria procumbens (Wintergreen)					
This is the little plant which produces the true wintergreen flavor. The tiny leaves are nicely rounded, deep green and glossy and take on rich shading of deep red in the autumn. Grows to a height of only 4 to 6 inches but produce a matted ground covering. Bears bright red berries in great abundance. These berries, which are edible, remain on the plants until the following summer.					
2-year, once transplanted	10.00	80.00			
Terms: Cash with order, or 25 per cent to reserve order, balance C.O.D.					
We can supply all items in quantity at the date of the publication of this advertisement.					
Do not miss this opportunity to secure fine lining-out stock at moderate prices. Order today.					
Wholesale list available to the trade.					
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141 S. E. 65TH AVENUE					
PORTLAND 16, OREGON					

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By L. H. Bailey

Describes methods of propagation and lists plants with practice for each.

470 pages.

Price, \$5.00

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EUONYMUS RADICANS VEGETUS FOR LINING-OUT

1-yr., 2½-in. pot plants, 6 to 8 ins., tops.

Ready for shipment now or in the spring.

\$17.50 per 100

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PENNSYLVANIA SEEDLINGS and TRANSPLANTS

grown at High Altitude, in the heart of the
ORIGINAL PENNSYLVANIA PINE FORESTS

	Per 100	Per 1000
American Red Pine, 2-0, 2 to 4 ins.	\$4.00	\$30.00
American Red Pine, extra-good, 3-0, 4 to 8 ins.	5.00	40.00
Scotch Pine, 2-0, 2 to 4 ins.	2.00	15.00
Scotch Pine, very good, 2-yr., 4 to 6 ins.	3.00	25.00
Scotch Pine, extra-good, 3-yr., 6 to 8 ins.	3.50	30.00
Scotch Pine, extra-good, 3-yr., 8 to 12 ins.	4.00	35.00
Larch, 2-yr., 5 to 8 ins.	2.50	20.00
Pitch Pine (Adirondack), 2-yr., 5 to 8 ins.	2.00	15.00
Mugho Pine, 2-yr., spreading.	2.50	20.00
Mugho Pine, 3-yr., spreading.	3.50	30.00

All stock offered subject to prior sale. Five per cent discount on orders of 25,000 or more seedlings, one or more species.

EXCELLENT ROOT SYSTEMS STURDY PLANTS

500 at 1000 rate. No charge for packing or boxing when cash accompanies order; otherwise, one-half cash with order, balance C.O.D.

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Nursery: Pine Flats, Pa.

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Our sources of B&B Evergreens are among the best. Let us quote your requirements for Spring, 1950.

Over 20 years of service to the Wholesale Nursery Trade.

See our 2-page lining-out ad in the January 15 issue
on pages 16 and 17.

E. D. Robinson Sales Agency

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ORNAMENTAL NURSERY STOCK

Truckloads only, no boxing.
60 acres growing. Skaneateles, N. Y.

POTTED LINERS

GRAFTS
(Beetle Certified)

HEASLEY'S NURSERIES
Freeport Rd. BUTLER, PA.

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Leading wholesale source for
Nursery Stock

Send us your Want List.
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LINERS

Ask for list.

BROUWER'S NURSERIES
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scape Nurserymen's Association and a meeting of the Association of Nursery Association Secretaries. There will also be an open meeting July 18 to discuss production problems for growers.

Gala Banquet.

The annual past presidents' banquet, the evening of July 20, will not only pay tribute to the association's past presidents, but also will celebrate the A. A. N.'s seventy-fifth anniversary. Twenty-three of its twenty-four living past presidents plan to be present. Invitations will also be sent to representatives of nursery associations in foreign countries, to representatives of several domestic horticultural associations and to government officials. The banquet will also mark the first presentation of the Norman Jay Colman award. Seating capacity of the Presidential ballroom of the Hotel Statler is 1,174. Seats will be sold in advance and tables assigned.

The A. A. N.'s special room for entertainment and refreshments will be called the Jubilee room and will be open nightly during the convention.

Sight-seeing Tours.

Several tours are planned to points of interest at the nation's capital and surrounding territory. July 17 a landscape tour will present an opportunity to see plantings of federal buildings and memorials. On July 19 there will be an afternoon trip to Mount Vernon, Va. The trip will be made by bus and the return by boat up the Potomac river. The afternoon of July 20 members will visit the National Arboretum for special tree-planting ceremonies. For July 21 two optional tours are planned. One will visit the United States Department of Agriculture's horticultural research center, at Beltsville, Md., and plant introduction station, at Glen Dale, Md., and the other, limited to 150 persons, will go to Williamsburg, Va., via Richmond, for a lecture on the restoration and landscaping and a tour of the buildings and return to Washington, D. C., on July 21.

A preconvention trip to Williamsburg is also being arranged for members of the National Landscape Nurserymen's Association, arriving by private car July 14 and returning to Washington, D. C., July 16. It will be limited to fifty persons.

Ladies' Events.

All during convention week special tours will be arranged each day for ladies and teen-age guests to see the many points of interest at Washington, D. C. The ladies' auxiliary

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PRICES in this list are based upon present market conditions and are subject to change without notice. These are Wholesale Prices and apply upon the following quantities: Write for special quotations on large quantities.

DECIDUOUS SEEDLINGS

	Per	Per		Per	Per		Per	Per
	100	1000		100	1000		100	1000
Ash, Green.			Hackberry.			Pin Oak.		
15,000 18 to 24 ins...	\$2.50	\$22.00	2000 2 to 3 ft...	\$4.50	\$40.00	11,000 2 to 3 ft...	\$12.00	\$100.00
70,000 12 to 18 ins...	1.80	15.00	6000 18 to 24 ins...	3.50	30.00	500 18 to 24 ins...	9.00	80.00
200,000 6 to 12 ins...	1.20	10.00	5000 12 to 18 ins...	2.40	20.00	1000 12 to 18 ins...	7.00	60.00
Cottonwood.			Honeysuckle.			Poplar, Lombardy, 1-yr.		
7000 3 to 4 ft...	1.70	15.00	33,000 6 to 12 ins...	2.50	20.00	200 5 to 6 ft...	14.00	120.00
5000 2 to 3 ft...	1.40	12.00	Honey Locust, Thornless.			1000 4 to 5 ft...	10.00	90.00
12,000 12 to 18 ins...	.80	7.00	2000 2 to 3 ft...	3.50	30.00	500 3 to 4 ft...	8.50	75.00
Cydonia Japonica.			5000 18 to 24 ins...	2.60	22.00	100 2 to 3 ft...	5.60	50.00
3500 6 to 12 ins...	2.50	20.00	80,000 6 to 12 ins...	1.40	12.00	Redbud.		
Elm, American.			Locust, Black.			Nebraska-grown, Nebraska seeds.		
2000 2 to 3 ft...	2.40	20.00	14,000 3 to 4 ft...	4.50	40.00	1500 12 to 18 ins...	7.50	70.00
30,000 18 to 24 ins...	1.80	15.00	15,000 2 to 3 ft...	2.90	25.00	10,000 6 to 12 ins...	5.00	40.00
35,000 12 to 18 ins...	1.30	11.00	Maple, Silver.			Russian Olive.		
25,000 6 to 12 ins...	.70	6.00	3500 2 to 3 ft...	4.50	40.00	30,000 2 to 3 ft...	4.00	35.00
Elm, Chinese.			7000 18 to 24 ins...	2.90	25.00	30,000 18 to 24 ins...	4.50	40.00
20,000 2 to 3 ft...	3.50	30.00	35,000 12 to 18 ins...	1.90	16.00	20,000 8 to 12 ins...	2.10	18.00
160,000 18 to 24 ins...	2.40	20.00	59,000 6 to 12 ins...	1.20	10.00	Sand Cherry.		
100,000 12 to 18 ins...	1.70	14.00				4000 2 to 3 ft...	10.00	90.00
2,000,000 6 to 12 ins...	.80	7.00				17,000 18 to 24 ins...	8.00	70.00
						10,000 12 to 18 ins...	5.50	50.00

SHRUBS

	Per	Per	Per		Per	Per	Per	Per	
	10	100	1000		10	100	1000		
Cornus Sibirica.				Lilac, Ludwig Spaeth, Purple.			Spiraea Multiflora.		
40 3 to 4 ft...	\$5.00	\$45.00	\$400.00	10 2 to 3 ft...	\$7.00	\$80.00	10 3 to 4 ft...	\$4.00	\$35.00
Cornus Goldentwig.				80 18 to 24 ins...	5.50	50.00	300 3 to 4 ft...	3.50	30.00
40 3 to 4 ft...	5.00	45.00	400.00	50 12 to 18 ins...	4.00	35.00	60 2 to 3 ft...	3.50	30.00
Forsythia Intermedia.				Lilac, Common Purple.			60 18 to 24 ins...	2.90	25.00
80 3 to 4 ft...	5.00	45.00	400.00	80 2 to 3 ft...	5.50	50.00	Spiraea Thunbergi.		
40 2 to 3 ft...	4.00	35.00	300.00	100 18 to 24 ins...	4.50	40.00	20 2 1/2 to 3 ft...	4.00	35.00
25 12 to 18 ins...	2.10	18.00	160.00	100 12 to 18 ins...	2.90	25.00	30 2 to 2 1/2 ft...	3.50	30.00
Honeysuckle, Pink Tatarian.				100 18 to 24 ins...	2.90	25.00	30 18 to 24 ins...	2.90	25.00
130 4 to 5 ft...	5.50	50.00	450.00	Lilac, Persian Purple.			Spiraea Vanhouttei.		
60 3 to 4 ft...	5.00	45.00	400.00	90 4 to 5 ft...	6.50	60.00	1000 3 to 4 ft...	3.50	30.00
Honeysuckle, Zabeli.				100 3 to 4 ft...	5.50	50.00	1000 2 to 3 ft...	2.50	22.00
68 4 to 5 ft...	6.50	60.00		100 18 to 24 ins...	1.90	16.00	500 18 to 24 ins...	1.90	140.00
Lilac, Alphonse Lavalle.				Philadelphus Lemoinei.			300 12 to 18 ins...	1.40	12.00
Double, violet.				100 3 to 4 ft...	5.00	50.00	Symporicarpos Racemosus.		
6 3 to 4 ft...	8.50	80.00		80 2 to 3 ft...	4.00	35.00	250 3 to 4 ft...	3.50	30.00
10 2 to 3 ft...	7.00	65.00		47 18 to 24 ins...	3.50	30.00	200 2 to 3 ft...	2.90	25.00
10 12 to 18 ins...	4.00	35.00		Privet, Russian Golden.			120 18 to 24 ins...	2.10	18.00
Lilac, Belle de Nancy.				60 2 1/2 to 3 ft...	6.00	55.00	Symporicarpos Vulgaris.		
Double, rose.				110 2 to 2 1/2 ft...	5.00	45.00	70 3 to 4 ft...	3.50	30.00
150 3 to 4 ft...	8.50	80.00	750.00	140 18 to 24 ins...	4.00	35.00	60 2 to 3 ft...	2.90	25.00
100 2 to 3 ft...	7.00	65.00	600.00	100 12 to 18 ins...	3.00	25.00	30 18 to 24 ins...	2.10	18.00
80 18 to 24 ins...	5.50	50.00	450.00	30 9 to 12 ins...	2.00	19.00	Tamarix Hispida.		
Lilac, Chas. X.				100 18 to 24 ins...	2.40	20.00	160 3 to 4 ft...	4.00	35.00
Ridish-purple.				Spiraea Billardi.			80 2 to 3 ft...	3.10	27.00
15 3 to 4 ft...	8.50	80.00		124 4 to 5 ft...	5.00	45.00	Rosa Blanda.		
70 2 to 3 ft...	7.00	65.00		500 3 to 4 ft...	4.50	40.00	20 4 to 5 ft...	6.00	55.00
80 18 to 24 ins...	5.50	50.00	450.00	100 2 to 3 ft...	3.20	28.00	28 3 to 4 ft...	5.00	45.00
26 12 to 18 ins...	4.00	35.00		30 18 to 24 ins...	2.40	20.00	29 2 to 3 ft...	4.50	40.00

will have a special tea the afternoon of July 16 in the Congressional room of the Hotel Statler, and the annual luncheon meeting and fashion show will be July 18 at the Shoreham hotel. The teen-agers will also have a picnic at Rock Creek park the afternoon of July 16. All are invited to the banquet.

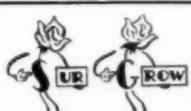
Reservations.

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mex. Blue Cap, very dwarf.....	1/8 oz.	\$.35
mex. Blue Perfection, semidwarf.....	1/8 oz.	.25
mex. Fairy Pink, soft salmon-rose.....	1/8 oz.	.30
mex. Purple Perfection.....	1/8 oz.	.30

GEUM

atrossanguineum, dble. scarlet.....	1/8 oz.	.35
Lady Stratheden.....	1/8 oz.	.40
Mrs. Bradshaw.....	1/8 oz.	.40

LATHYRUS

latifolius, pink, red or white, each 1/4 oz.....	.45
latifolius, mixed.....	.40

LOBELIA

cardinalis.....	1/8 oz.	.40
erinus Cambridge Blue.....	1/8 oz.	.35
erinus Crystal Palace, compact.....	1/8 oz.	.30
erinus Emperor William, blue.....	1/8 oz.	.30

MARIGOLD

African, df., Chrysanthemum-fl. Golden Bedder.....	1/4 oz.	.30
African, df., Chrysanthemum-fl. Limelight.....	1/4 oz.	.30
African, df., Pot of Gold.....	1/4 oz.	.30
African, df., double, mixed.....	1/4 oz.	.30
African, tall, All-Double, lemon.....	1/4 oz.	.35
African, tall, All-Double, orange.....	1/4 oz.	.35
African, tall, Burpee Gold Imp.....	1/4 oz.	.30
African, tall, Crown of Gold.....	1/4 oz.	.25
African, tall, Dixie Sunshine.....	1/4 oz.	.35
African, tall, Giant Goldsmith.....	1/4 oz.	.40
African, tall, Giant Yellowstone.....	1/4 oz.	.40
African, tall, Guine Gold.....	1/4 oz.	.25
African, tall, Sunset Giants.....	1/4 oz.	.25
African, tall, Yellow Supreme.....	1/4 oz.	.30
African, tall, double, mixed.....	1/2 oz.	.25
French, dwarf, Harmony.....	1/2 oz.	.25
French, dwarf, Harmony hybrids.....	1/2 oz.	.25
French, dwarf, Royal Scot.....	1/2 oz.	.35
French, dwarf, Spry.....	1/2 oz.	.30
French, dwarf, double, mixed.....	1/2 oz.	.25
French, tall, Lieb's Winter-fl.....	1/4 oz.	.30
French, tall, double, mixed.....	1/4 oz.	.30

MYOSOTIS

alpestris, blue.....	1/4 oz.	.60
alpestris, Blue Bell.....	1/4 oz.	.60
alpestris, Indigo, blue (royal-blue).....	1/4 oz.	.40
alpestris, Messorid, blue, late-fl.....	1/4 oz.	.35
alpestris, rose.....	1/4 oz.	.35
alpestris, white.....	1/4 oz.	.35
alpestris, dwarf, indigo-blue.....	1/4 oz.	.45
alpestris, robusta, blue.....	1/4 oz.	.40
alpestris, Victoria, df. blue.....	1/4 oz.	.60
alpestris, Victoria, df. indigo-blue.....	1/4 oz.	.60

PETUNIA

hybrida Blue Bee, Flaming Velvet, Gen. Dodds, Howard Star, Rose King, Violacea or White King.....	each 1/8 oz.	.35
hybrida, mixed.....	each 1/8 oz.	.35
hybrida nana compacta Blue Bedder.....	1/8 oz.	.40
hybrida nana compacta Celestial Rose.....	1/8 oz.	.35
hybrida nana compacta Glow.....	1/8 oz.	.90
hybrida nana compacta Rose of Heaven.....	1/8 oz.	.35
hybrida nana compacta Rosy Morn.....	1/8 oz.	.35
hybrida nana compacta Silver Blue.....	1/8 oz.	.35
hybrida nana compacta Snow Queen.....	1/8 oz.	.35
hybrida nana compacta Violacea, Blue Bird.....	1/8 oz.	.40
hybrida nana compacta, mixed.....	1/8 oz.	.35

PHLOX

cuspidata, mixed, Star Phlox.....	1/4 oz.	.35
dr. grif., mixed.....	1/4 oz.	.35
dr. grif., nana compacta, mixed.....	1/4 oz.	.45

PYRETHRUM

roseum, double, mixed.....	1/4 oz.	.45
roseum, single, atrossanguineum.....	1/8 oz.	.35
roseum, single, James Kelway, deep crimson.....	1/8 oz.	.35
roseum, single, pink.....	1/8 oz.	.35
roseum, single, white.....	1/8 oz.	.35
roseum, single, mixed.....	1/8 oz.	.30

SALVIA

farinacea, Medlycup Sage.....	1/8 oz.	.35
pratensis.....	1/8 oz.	.60
splendens.....	1/4 oz.	.55
splendens America.....	1/8 oz.	.80
splendens Blaze of Fire.....	1/8 oz.	.75
splendens Bonfire.....	1/8 oz.	.60
splendens Zurich.....	1/8 oz.	.60

STRAWBERRY

Baron Solemacher, red.....	1/8 oz.	.45
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HERBST BROTHERS
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and some other members. Reservations will accommodate 1,200 more persons at near-by hotels, the Mayflower, Carlton, Lafayette and the Ambassador. All hotel reservations will be made through the housing bureau, national capital committee, and hotel reservation forms will be mailed February 15. No reservations will be accepted until then. Advance convention registrations will be accepted at the same time as the hotel reservations. Advance sale of keynote luncheon tickets and banquet tickets will also start after February 15. Tours will be described in a folder to be issued, and reservations for them may be made at the time of registration.

COVER ILLUSTRATION.**Xanthorhiza Simplicissima.**

Xanthorhiza simplicissima, more generally known as Zanthorhiza apifolia, the yellowroot, is a native of the eastern United States from Florida north to New York, although doubtfully hardy at the northern portion of its range. The cover illustration shows it growing at the Arnold Arboretum, near Boston, Mass.

While not so popular as other deciduous ground covers, the yellowroot is useful for covering deep banks and slopes, under trees and in moist shady places. Its height is from one to three feet, and it fills the soil with its creeping underground stems. The finely cut, celery-like foliage and the small brownish-purple flowers, occurring in April and May, make this an attractive ground cover. The tiny flowers are inconspicuous, on slender drooping clusters about four inches long. The yellow-brown bark and the pale green branchlets add to its effect. The roots are yellow, as its name implies, and they send up suckers in spring.

This plant grows readily in any good soil, except limestone, but thrives in damp and shady conditions. As it makes upright growth, it may be used as a low edging shrub as well as a ground cover.

Propagation is by seeds and by root division in autumn or early spring. The seeds should be sown in a well prepared seedbed, as the young seedlings are rather delicate. If sown in early autumn, they are better if given partial shade. Old plants are easily divided, suckering abundantly, and for this reason root division is often preferred.

Zanthorhiza apifolia has been the commoner name for this shrub in horticulture and was given it in 1788 by L'Heritier. But botanists found

NORTHERN-GROWN LINING-OUT STOCK

	Per 100	Per 1,000
1 to 2 ft.....	\$ 6.00	\$50.00
2 to 3 ft.....	8.00	70.00
3 to 4 ft.....	25.00	—
4 to 6 ft.....	40.00	—
Clethra alnifolia		
6 to 18 ins.....	6.00	50.00
18 to 24 ins.....	8.00	70.00
Hex verticillata		
1 to 2 ft.....	6.00	50.00
2 to 3 ft.....	6.00	50.00
Syringa vulgaris		
1 to 2 ft.....	6.00	50.00
Viburnum cassinoides		
1 to 2 ft.....	6.00	50.00
Viburnum dentatum		
6 to 12 ins.....	5.00	40.00
1 to 2 ft.....	6.00	50.00

EVERGREENS

Abies balsamea		
4 to 8 ins.....	4.00	25.00
8 to 12 ins.....	8.00	60.00
Thuja occidentalis		
6 to 9 ins.....	4.00	25.00
6 to 12 ins.....	5.00	40.00
Tsuga canadensis		
4 to 8 ins.....	4.00	25.00
8 to 12 ins.....	5.00	40.00

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that appellation was antedated by the name *Xanthorhiza simplicissima*, given it by Humphrey Marshall, whose book, "Arbustrum Americanum," is said to have been the first botanical work published in America, in 1785. The name "simplicissima" was applied because the stems are "generally simple or without branches."

HAVING worked as a nursery salesman, Kenneth L. Furman, Box 67, Webster City, Ia., is starting his own retail business.

FORMERLY a nurseryman residing at Phoenix, Ariz., John C. Moeur opened Moeur's Del Camino Nursery on the Mesa highway, east of Tempe, Ariz., in October. The firm carries subtropicals and general nursery stock and does landscaping.

KEEPING pace with the fast growth of the community of Levittown, on Long Island, N. Y., William Grac's Green Acre Nurseries have expanded their facilities. A \$50,000 salesroom is the first of two buildings to be completed. It has a 54x100-foot floor space and Orlyt greenhouses attached. A warehouse of 2,800 square feet for storage and display is being completed behind the main sales office.



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Coming Events

MEETING CALENDAR.

February 1 to 3, Michigan Association of Nurserymen, Fort Shelby hotel, Detroit.

February 1 and 3, Tennessee State Nurserymen's Association, Andrew Johnson hotel, Knoxville, and nurserymen's short course at the University of Tennessee, Knoxville.

February 2, Oregon Association of Nurserymen, Heathman hotel, Portland.

February 2 and 3, West Virginia Nurserymen's Association, Conley hotel, Gauley Bridge.

February 6 and 7, Kentucky State Nurserymen's Association, Lafayette hotel, Lexington.

February 7, Massachusetts Nurserymen's Association, Hotel Kenmore, Boston.

February 7 to 9, New England Nurserymen's Association, Hotel Kenmore, Boston.

February 14 and 15, Maryland Nurserymen's Association short course, University of Maryland, College Park.

February 15 to 19, Midwestern Chapter of National Shade Tree Conference, Hotel La Salle, Chicago.

February 21 to 23, Pennsylvania Nurserymen's Conference, State College, Pa.

February 27 to March 10, Landscape short course, Virginia Polytechnic Institute, Blacksburg.

March 1, Rhode Island Nurserymen's Association, Johnson's Hummocks Grill, Newport.

March 2 and 3, Canadian Association of Nurserymen, Royal York hotel, Toronto, Ont.

March 7, Western Pennsylvania Nurserymen's Association, Webster Hall hotel, Pittsburgh.

WESTERN PENNSYLVANIA CHANGES MEETING DATE.

The date of the spring meeting of the Western Pennsylvania Nurserymen's Association at Webster Hall hotel, Pittsburgh, has been changed from March 8 to March 7. It will be an afternoon and evening meeting.

CANADIAN DATES.

Dates have been set for the twenty-seventh annual convention of the Canadian Association of Nurserymen, and it will be held March 2 and 3 at the Royal York hotel, Toronto, Ont.

NEW ENGLAND SCHEDULE.

While the dates for the continued meeting of the New England Nurserymen's Association and the Massachusetts Nurserymen's Association were correctly given in the preceding issue, the days were given incorrectly. The Massachusetts association will meet Tuesday, February 7, at the Hotel Kenmore, Boston, and immediately following the New England association will start its con-

vention at the same hotel. The all-day educational program will be Wednesday, February 8, and the convention will be concluded Thursday, February 9.

WEST VIRGINIA MEETING TO HONOR NATIVE PLANTS.

Two native plants, *Halesia carolina* and *Rhododendron catawbiense*, will be honored by the West Virginia Nurserymen's Association at its meeting February 2 and 3, at the Conley hotel, Gauley Bridge. These two plants reach their greatest development in the state and their most northern distribution near this town, which is located in the heart of West Virginia's most scenic mountains and spectacular industrial development.

The hemlock, *Tsuga canadensis*, will also be given special attention at this meeting. Young Nurseries, Bickmore, which specialize in the pro-

AMERICAN NURSERYMAN

duction of this plant, will be the host. Hans Dieckmann, John Dieckmann & Sons, Elm Grove, will discuss the pruning of this plant.

All three of these plants will be discussed at a symposium under the leadership of Atlee Conner, Conner & Amos, Charleston. Dr. Fred J. Nisbet, West Virginia University, will discuss the use of these plants in the landscape plan. Ernest Zimmerman, Jr., and William Springer, Lavalette Nursery, Huntington, will summarize the discussion.

MARYLAND SHORT COURSE.

A short course sponsored by the Maryland Nurserymen's Association will be held February 14 and 15 at the University of Maryland, College Park.

Lectures on the use of plant growth regulators in ornamental horticulture and the propagation of rhododendrons and azaleas are scheduled for the first morning. In the afternoon will be discussions on destructive insects of ornamentals, new insecti-

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4.50 per 100 without imprint.

GRAFTED STOCK For Spring, 1950, Delivery

	Per 10	Per 100		Per 10	Per 100
<i>Acer palmatum atropurpureum</i>	\$7.00	\$65.00	<i>Juniperus virginiana elegantissima</i>	\$5.00	\$45.00
<i>Acer palmatum dissectum atropurpureum</i>	7.00	65.00	<i>Juniperus virginiana glauca</i>	5.00	45.00
<i>Cornus florida alba plena</i>	5.00	45.00	<i>Juniperus virginiana globosa</i>	5.00	45.00
<i>Cornus florida rubra</i>	5.00	45.00	<i>Juniperus virginiana kosteriana</i>	5.00	45.00
<i>Fagus sylvatica riversi</i>	7.00	65.00	<i>Juniperus virginiana schotti</i>	5.00	45.00
<i>Juniperus chinensis columnaris glauca</i>	5.00	45.00	<i>Juniperus virginiana pyramidaliformis hilli</i>	5.00	45.00
<i>Juniperus chinensis columnaris viridis</i>	5.00	45.00	<i>Juniperus sabina Von Ehron</i>	5.00	45.00
<i>Juniperus chinensis keteleeri</i>	5.00	45.00	<i>Magnolia lennei</i>	7.00	65.00
<i>Juniperus chinensis neaboriensis</i>	5.00	45.00	<i>Magnolia soulangeana</i>	6.50	60.00
<i>Juniperus chinensis sargentii</i>	5.00	45.00	<i>Magnolia soulangeana nigra</i>	6.50	60.00
<i>Juniperus chinensis sargentii glauca</i>	5.00	45.00	<i>Magnolia stellata</i>	6.50	60.00
<i>Juniperus chinensis meyeri</i>	5.00	45.00	<i>Magnolia stellata, Water Lily</i>	6.50	60.00
<i>Juniperus virginiana burki</i>	5.00	45.00	<i>Tsuga canadensis pendula</i>	5.50	50.00
<i>Juniperus virginiana canaerti</i>	5.00	45.00	<i>Tsuga canadensis pendula, 1-yr. grafts</i>	7.00	65.00

All the above shipped from 2 1/4-inch rose pots.

Prices are F.O.B. Mountain View, N. J., packing additional at cost. Usual terms to those of established credit. No goods sent C.O.D. unless 25 per cent of amount is sent with order. All this material is listed subject to prior sale and crop conditions.

HESS' NURSERIES

MOUNTAIN VIEW, N. J.

cides and diseases of shade trees. A lecture on the use of woody ornamental plants will open a plant materials' forum in which a panel of nurserymen and professional men will determine undesirable ornamental plants that should be removed from Maryland nursery lists. A banquet will be held that evening.

Lectures on lawn grasses and the care of ornamental plants in storage and in the sales area are scheduled for the second day of the course. The afternoon will be devoted to a design forum in which the principles of good landscape design will be presented. The landscaping of several types of houses will also be discussed.

Commercial and educational exhibits will be on display for inspection by the nurserymen.

MIDWESTERN SHADE TREE CONFERENCE PROGRAM.

The fifth annual meeting of the Midwestern chapter of the National Shade Tree Conference will be held February 15 to 17 at the Hotel La Salle, Chicago. The 2 1/2-day meeting is open to all persons interested in trees, and it is anticipated that more than 300 members of the conference and guests will attend.

Registration will begin Wednesday noon at desks in the hall adjoining



Messer's 2-yr. Canadian Hemlock, 4 to 8 ins. Average 2-yr. Canadian Hemlock

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2-yr. seedlings, 2 to 4 ins.	\$30.00
2-yr. seedlings, 4 to 8 ins.	45.00

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LINERS

	Each per 100	Each per 1000		Each per 100	Each per 1000
849 <i>Juniperus Horizontalis Plumosa</i> , 1-yr. pots	\$0.17	\$0.15	5265 <i>Taxus Media, Globe</i> , 1-yr. pots	\$0.20	\$0.18
1391 <i>Juniperus Communis, Vase</i> , 1-yr. pots	.17	.15	7655 2-yr. pots	.23	.21
3742 <i>Taxus Cupidata</i> , 1-yr. pots	.20	.18	2741 6 to 8 ins. x	.25	.22
6022 2-yr. pots	.25	.23	1349 10 to 12 ins. xx	.35	.32
3799 6 to 8 ins. x	.27	.24	2731 <i>Taxus Media Hatfieldi</i> , 1-yr. pots	.20	.18
3960 <i>Taxus Cusp. Intermedia</i> , 2-yr. pots	.25	.23	2909 2-yr. pots	.24	.22
1017 <i>Taxus Cusp. Kallay's Imp.</i> , 6 to 8 ins. x	.27	.24	1384 6 to 8 ins. x	.25	.23
1639 <i>Taxus Cusp. Nana</i> , 1-yr. pots	.20	.18	2417 8 to 10 ins. xx	.28	.25
4266 2-yr. pots	.23	.21	9503 <i>Taxus Media Hicksi</i> , 1-yr. pots	.19	.17
897 6 to 8 ins. x	.25	.24	1114 2-yr. pots	.23	.21
1772 <i>Taxus Cusp. Pyramidalis Hilli</i> , 1-yr. pots	.20	.18	4085 10 to 12 ins. xx	.34	.31
1396 2-yr. pots	.24	.22	1865 <i>Taxus Media Thayerae</i> , 1-yr. pots	.20	.18
1884 6 to 8 ins. x	.26	.24	1195 <i>Taxus Media Wellesleyana</i> , 2-yr. pots	.20	.18
3226 <i>Taxus Cusp. Tardiva</i> , 2-yr. pots	.24	.22	883 2-yr. pots	.24	.22

FINISHED SIZES

Fine, finished, landscape grades, all B&B. 5 or more at the 10 rate; 25 or more at the 100 rate.

	Each per 10 100	Each per 10 100		Each per 10 100	Each per 10 100
600 <i>Juniperus Chin. Pfitzeriana</i> , 3 to 4 ft.	\$ 6.00	\$ 5.50	250 <i>Juniperus Virg. Kosteri</i> , 3 to 4 ft.	\$ 6.00	\$ 5.50
600 4 to 5 ft.	7.00	6.50	500 <i>Taxus Cupidata</i> , 18 to 24 ins.	4.50	4.00
400 <i>Juniperus Horizontalis Plumosa</i> , 2 to 2½ ft.	2.50	2.25	500 <i>Taxus Media Hicksi</i> , 18 to 24 ins.	5.75	5.25
300 2½ to 3 ft.	3.00	2.75	500 <i>Taxus Media Hicksi</i> , 18 to 24 ins.	4.50	4.00
300 <i>Juniperus Horizontalis Douglasi</i> , 2 to 2½ ft.	2.50	2.25	500 <i>Taxus Media Hicksi</i> , 18 to 24 ins.	5.75	5.25
100 <i>Juniperus Virg. Pyramidifolia</i> , 7 to 8 ft.	10.00	9.00	100 <i>Thuja Occidentalis</i> , 4 to 5 ft.	4.00	3.75
			100 <i>Thuja Occidentalis Pyramidalis</i> , 4 to 5 ft.	4.50	4.00
			200 <i>Thuja Occidentalis Wareana</i> , 2½ to 3 ft.	3.25	3.00

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- Mahonia Aquifolium*, liners, 12 to 15 ins., 15 to 18 ins. and 18 to 24 ins.
- Viburnum Rhytidophyllum*, liners, 12 to 15 ins., 15 to 18 ins. and 18 to 24 ins.
- Viburnum Tomentosum*, 18 to 24 ins., 2 to 3 ft. and 3 to 4 ft.



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Dresher, Pa.

the Illinois room in which all sessions will be held. The first paper on the program will be presented promptly at 2 p. m. A short discussion period will follow the presentation of each paper, and additional opportunity for questions and discussion will be provided in the plant forum session. Problems of concern to arborists, particularly to those located in the midwestern region, will be discussed by able speakers. Officers for the ensuing year will be selected at the business session Thursday afternoon. Members of the National Arborist Association who are present at the conference will hold a luncheon meeting Thursday noon.

A special program for the ladies, including a visit to some of the many places of interest at Chicago, has been arranged. The annual banquet, which will be held in the Illinois room Thursday evening, will be followed by entertainment and dancing.

The program follows:

FEBRUARY 15, 2 P. M.

Gordon B. Wallace, session chairman. Address of welcome, by President Noel B. Wysong, River Forest, Ill.

"Relationship of Insurance to the Arborist," by R. T. Halbert and T. E. Kelch, Liberty Mutual Insurance Co., Chicago. "New Herbicides and Their Use," by L. L. Coulter, Dow Chemical Co., South Haven, Mich.

"Midwestern Tree Ecology," by May Theilgaard Watts, Morton Arboretum, Lisle, Ill.

FEBRUARY 16, 9 A. M.

Richard K. Alman, session chairman. "Procedure in Field Diagnosis of Tree Troubles," by Paul E. Tilford, secretary, National Arborist Association, Wooster, O.

"Organic vs. Inorganic Fertilizer in Tree Feeding," by Paul Pfund, Pfund Villa, Elmhurst, Ill.; R. Milton Carlton, Vaughan's Seed Co., Chicago, and L. C. Chadwick, Ohio State University, Columbus.

"Methods of Developing Community Interest in Trees," by George W. Kelly, Colorado Forestry and Horticulture Association, Denver, Colo.

FEBRUARY 16, 1:30 P. M.

C. L. Wachtel, session chairman. "Moisture As a Growth Factor," by Alex N. Klose, soils experimental department, Milwaukee Equipment Mfg. Co., Milwaukee, Wis.

"Status of Oak Wilt and Elm Phloem Necrosis in the Midwest," by J. C. Carter, Illinois Natural History Survey, Urbana.

Business meeting and election of officers.

FEBRUARY 16, 7 P. M.

Banquet with entertainment and dancing. Toastmaster, Harold W. Glissman, superintendent of grounds, Father Flanagan's Boys' Home, Boys' Town, Neb.

FEBRUARY 17, 9 A. M.

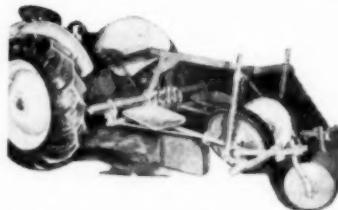
Rhodell E. Owens, session chairman. "New Insecticides," by H. M. Harris, department of zoology and entomology, Iowa State College, Ames.

"Disease Resistance in Trees," by A. J. Riker, department of plant pathology, University of Wisconsin, Madison.

"Effective Fungicides," by J. C. Carter, plant pathologist, Illinois Natural History Survey, Urbana.

"Let's Look with the Client's Eyes," by

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1. Planting costs reduced to \$1.25 per 1000.
2. Operates from tractor drawbar.
3. Handles all types of lining-out stock.
4. Packing wheels equipped with pneumatic tires.

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JOLIET, ILL.

Karl Dressel, department of forestry, Michigan State College, East Lansing.

FEBRUARY 17, 1:30 P. M.

John W. Swingle, session chairman. "Development of Chemical Formulations," by G. W. Flint, chemical research department, Standard Oil Co., Chicago.

"Plane Tree Disease and Elm Mosaic," by T. W. Bretz, pathologist, United States Department of Agriculture, University of Missouri, Columbia.

Plant forum, Forrest Strong, discussion leader, department of botany, Michigan State College, East Lansing.

LONG ISLAND INSTITUTE'S NURSERYMEN'S SCHOOL.

The sixth annual school for nurserymen and their employees will be held February 16 and 17 at the Long Island Agricultural and Technical Institute, Farmingdale, N. Y., under the auspices of the institute's school of horticulture and the New York State Nurserymen's Association. The morning sessions will be devoted to lectures and discussions in Knapp Hall lounge, and the afternoons will be given to two workshops, one on landscape design in the drafting room and the other on propagation and cultural practices in the greenhouse classroom. Any person employed in a nursery, landscape or allied business is eligible. Those planning to attend should write to C. F. Wedell at the institute. A reg-

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2 to 2½ ft.	2.85	3.25	2.35
2½ to 3 ft.	3.40	3.80	2.80
3 to 3½ ft.	4.00	5.15	3.50

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Hybrid Rhododendrons, 12 to 24 ins.

Berberis Julianae, 18 to 36 ins.

Ilex Glabra and Crenata, 3 ft.

Cornus Florida Rubra, 3 to 6 ft.

Koster Blue Spruce, 12 to 24 ins.

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APPLE

2 and 3-yr., 11/16-in., 5 to 7 ft.
2-yr., 9/16-in., 4 to 6 ft.
2-yr., 7/16-in., 3 to 4 ft.

Anoka
Bonum
Close
Cortland
Delicious
Double Red Delicious
Double Red McIntosh
Double Red Spy
Double Red Stayman
Early Harvest

11/16-in., 5 to 7 ft.
9/16-in., 4 to 6 ft.
7/16-in., 3 to 4 ft.

Belle of Georgia
Elberta
Gage Elberta
Golden East
Golden Jubilee
Halehaven

Early Red Bird
Grimes Golden
Hyslop Crab
Lodi
Lowry
M. B. Twig
Maiden Blush
N. W. Greening
Paragon Winesap

PEACH

Each Per 10 Per 100
\$.50 \$4.50 \$35.00
.50 4.00 30.00
.40 3.00 25.00

Smokehouse
Stayman
Summer Rambo
Summer Yellow Delicious
Turley
Winesap
Winter Banana
Yellow Transparent
York Imperial

Each Per 10 Per 100
\$.65 \$5.00 \$40.00
.60 4.50 35.00
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LARGE MONTMORENCY CHERRY

11/16-in., 4 to 6 ft.
3/4 to 1-in.
2-yr., 1 to 1 1/2-in.

Jumbo, 1 to 1 1/2-in.
3/4 to 1-in.
11/16-in., 1 to 1 1/2-in.

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Each Per 10 Per 100
\$1.00 \$9.00 \$85.00
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Each Per 10 Per 100
\$1.25 \$11.00
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BERRIES

Per 100 Per 1000
\$.375 \$30.00
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BLUEBERRIES

Each Per 10 Per 100
\$.75 \$6.50 \$60.00
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Cabot, Concord, Jersey, Rubel, Rancocas.

NUT TREES

Per 10 Per 100
\$7.50 \$65.00
9.00 80.00
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5.00 45.00
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9.00 80.00
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10 Large Standard Bales, each..... 4.00

Ask for delivered carload prices on:

STANDARD BALES — EXTRA BALES — JUMBO BALES

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istration fee of \$2 will be charged.

The first session will open at 9 a. m. with a talk entitled "Eye Appeal" by Thomas Greenley, which will deal with the value of sketches as aids to quicker nursery and landscape sales. Daniel Dowd will discuss "Tree Repair, Simple or Fancy," and Clarence E. Lewis will talk about "Woody Plants for Modern Homes."

In the afternoon Mr. Wedell will conduct the workshop on landscape design, analyzing principles of design and applying them to foundation plantings. Each person is asked to bring a problem including photographs and an elevation of the problem house drawn to scale. Harvey Gray will lead the workshop on nursery problems, and the subject will be propagation.

Mr. Wedell will open the morning session for February 17 with a talk on "What Would You Do?" which will cover real problems confronting nursery and landscape employees in dealing with customers. "Proven Perennials" will be discussed by Daniel Dowd, and "Small Spraying and Dusting Equipment" by Louis Pyenson.

At the afternoon workshop on landscape design Mr. Wedell will apply the principles of design to gardens, both formal and informal, and analyze drawings. The group will also consider techniques of preparing quick plans for use in selling. Cultural practices will be discussed by Mr. Gray at the other workshop.

NEW JERSEY OFFERS SHADE TREE COURSE.

A 5-session course in elementary phases of shade tree management will begin February 6 at the college of agriculture, Rutgers University, New Brunswick, N. J., and will be given each Monday from 9 a. m. until 4 p. m., ending March 6.

According to an announcement issued by the office of Prof. Frank G. Helyar, director of resident instruction at the college, the program will cover the structure, function, identification and maintenance of trees. There will be instruction in tree pruning, soils, and insect and disease control. Lectures, demonstrations and discussions will be conducted by members of the state university staff, in addition to guest lecturers who are

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LEGHORN'S EVERGREEN NURSERIES

GEER STREET

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practical fieldmen. Those who faithfully attend the sessions and write satisfactory weekly reviews will receive certificates at the end of the course.

WILLIAMSBURG SYMPOSIUM.

Two 5-day sessions of a colonial house and garden symposium will be held at Colonial Williamsburg, Williamsburg, Va. The first, sponsored by Colonial Williamsburg and House and Garden magazine, will be from February 27 to March 3, and the second, identical in scope and content, will be from March 6 to 10.

While previous symposiums at Colonial Williamsburg have been primarily devoted to plants and gardens, this year's will also give emphasis to the architecture of the restored city. During the symposiums there will be talks by recognized experts in the fields of horticulture, landscaping and architecture; tours of restored houses and gardens; informal sessions for discussion and counsel, and special entertainments. Among the speakers will be Joseph Hudnut, dean of Harvard University's graduate school of design; Francis W. Pennell, curator of plants of the Philadelphia Academy of Natural Sciences; Markeley Stevenson, Philadelphia landscape architect; Rochard

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Also all the latest English varieties of fruit trees such as:

APPLES—Winson, Sunset, Laxton's Advance, Laxton's Epicure, Laxton's Fortune, George Neal, James Grieve, Tydeman's Early Worcester (mostly bred from Cox Orange).

PEARS—Laxton's Superb, Improved Fer-tility.

PLUMS—Early Laxton, Marjorie Seed-lings.

All on stocks recommended by East Malling Research Station.

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All stock in storage.

APPLE TREES, 2-year

11/16-in., 9/16-in., 7/16-in., 5/16-in.

Baldwin, Cortland, Dbl. Red Delicious, Duchess, Early McIntosh, Macoun, McIntosh Red, Northern Spy, Red Astrachan, R. I. Greening, Stayman Winesap, Wealthy, Yellow Delicious, Yellow Transparent.

STD. PEAR TREES, 2-year or 1-year

11/16-in., 9/16-in., 7/16-in., 5/16-in.

Bartlett, B. Bosc, B. d'Anjou, Clapp Favorite, Gorham, Kieffer, Seckel, Sheldon.

PLUM TREES, 2-year and/or 1-year

11/16-in., 9/16-in., 7/16-in., 5/16-in.

Abundance, Burbank, Bradshaw, Fellenberg, Green Gage, Italian Prune, Lombard, Reine Claude, Shrop. Damson, Stanley Prune, Yellow Egg.

CHERRY TREES, 2-year

9/16-in., 7/16-in., 5/16-in., under 5/16-in.

Bing, Black Tartarian, Early Richmond, English Morello, Governor Wood, Lambert, Montmorency, Napoleon, Schmidt, Windsor, Yellow Spanish.

CHERRY, 1-year

9/16-in. and 7/16-in.

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Can also furnish 1-year SWEET CHERRY, varieties as listed in 2-year-old stock. 5 to 6 ft., 4 to 5 ft., 3 to 4 ft.

PEACH TREES, 1-year

9/16-in. and up, 7/16-in., 5/16-in.

Elberta, Golden Jubilee, Halehaven, J. H. Hale, Southhaven, Valiant, Vedette, Rochester, Red Haven.

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CAMELLIAS AZALEAS

DECIDUOUS FRUITS CITRUS



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LEESBURG, GA.

K. Weibel, New York landscape architect; Donald Wyman, horticulturist at the Arnold Arboretum, and members of the staffs of Colonial Williamsburg and House and Garden magazine.

Inquiries concerning reservations should be made to the registrar, Colonial House and Garden Symposium, Goodwin building, Williamsburg, Va.

FLORIDA PLANS.

The 1950 convention of the Florida State Florists' and Nurserymen's Association will be held May 21 to 23 at Palm Beach, instead of at Orlando, as was originally planned, Secretary C. Leslie Whipp has announced. At a meeting of the board of governors held in November at Orlando, the invitation to hold the convention at that city was withdrawn by the committee, which had made a survey there and found it impossible to accommodate all of the activities in one building. Headquarters for the convention at Palm Beach will be the Palm Beach Biltmore hotel, which has recently been remodeled and improved.

The florists and nurserymen of the Palm Beaches met December 6 and elected E. Tinsley Halter as convention chairman, and committees will be appointed soon.

It has been suggested that the hibiscus nurserymen of Florida stage a hibiscus flower show at the Biltmore hotel May 24, the day following the close of the convention. It has also been suggested that a hibiscus conference be held in an endeavor to straighten out the names of the many new hybrids.

LONG ISLAND GRADUATES.

About sixty young men and women who have completed the 2-year training course at the school of horticulture of the Long Island Agricultural and Technical Institute will be ready March 10 to start careers in ornamental horticulture, according to Carl F. Wedell, head of the school of horticulture.

These graduates have received instruction in the classrooms and laboratories and have had the opportunity of working in the 4-acre nursery, in the 12,000 square foot range of glass and in the many campus gardens. Those in the nursery group have developed some proficiency in propagating and growing many kinds of nursery materials, preparing stock for sale and in preparing simple sketches for planting jobs and many other operations which a nurseryman or landscape nurseryman is called upon to do.

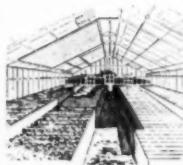
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Cut SUNSHADE NETS to any size for your particular needs—edges do not fray nor ravel.

GUARANTEED—Mildewproof! Rot-resistant! Flame-resistant! Water-resistant!

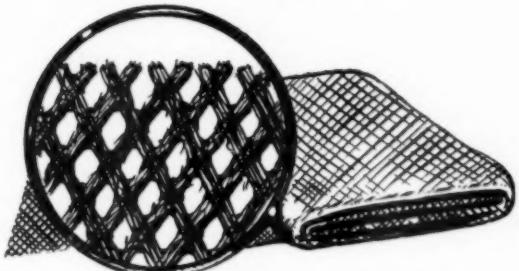
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ARE ON THE WAY—
ORDER SUNSHADE NETS TODAY!**

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Please ship immediately, F.O.B. convenient shipping point:

..... 36 x 44-ft. (80 lbs.) Sunshade Nets at \$14.75.

..... 29 x 29-ft. (50 lbs.) Sunshade Nets at \$7.95.

..... 45 x 45-ft. (110 lbs.) Sunshade Nets at \$19.75.

..... Order more than one net for 100-lb. freight advantage.

Check Cash Money Order C.O.D.

Name _____

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City _____ State _____
Guaranteed NEW, Perfect Condition, or Your Money Back.

on to do. Those in the commercial floriculture, the landscape and the research techniques and investigation curriculums experienced similar jobs in their respective fields.

While the demands for the services of these graduates have always exceeded the numbers available, any employer may write to Clarence E. Lewis, Long Island Agricultural and Technical Institute, Farmingdale, N. Y., stating his employment needs, and every effort will be made to arrange for a convenient interview.

ANNOUNCEMENT has been made by the Premier Peat Moss Corp., New York city, of a new large bale, measuring 18x19x36 inches. This completes the firm's assortment of five bale sizes, which is the largest range of package sizes offered for peat moss. The large bale comes in veneer with burlap head or all burlap.

RECENTLY returned from a six weeks' tour of nurseries in the eastern states, L. E. Havnes, Havnes Landscape Co., Brainerd, Minn., says that all the nurserymen he talked to reported a good fall business. Mr. Havnes has another trip planned for February 10 when he will go to Youngstown, O., to be married.

FIELD-GROWN EVERGREEN LINERS
2-year plants, well rooted and furnished with plenty of tops.

**IRISH AND ASHFORD
JUNIPER LINERS**

	Each	Each
per 100	per 1000	
8 to 12 ins.	12 ¹ / ₂ c	10c
12 to 15 ins.	15c	12 ¹ / ₂ c
15 to 18 ins.	20c	17 ¹ / ₂ c
300 or more plants at 1000 rate.		

DOUBLE-FLOWERING

PEACHES Red, White, Pink

	Each	Each
per 10	per 100	
18 to 24 ins.	17 ¹ / ₂ c	15c
2 to 3 ft.	20c	17 ¹ / ₂ c
3 to 4 ft.	25c	22 ¹ / ₂ c

NANDINA LINERS

Once transplanted, stocky plants.	Each
2 to 4 ins.	5c
4 to 6 ins.	7 ¹ / ₂ c

Stock will be well packed and guaranteed to reach you in good condition. No packing charge.

NAUGHER NURSERY
CHASE, ALA.



**SEMMES
NURSERIES**

AZALEAS - CAMELLIAS
and other choice evergreens.

Wholesale Catalog SEMMES, ALA.

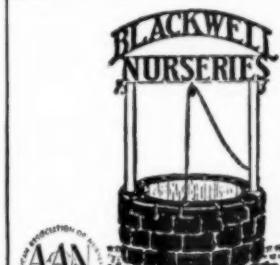
BEGINNING IN THE NURSERY BUSINESS

By J. J. Pinney

Booklet, 50¢ postpaid.

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343 S. Dearborn St. Chicago 4, Ill.



SEMMES, ALABAMA

Azaleas, Camellias, Gardenias
and a General Line of
Ornamental Nursery Stock
Lining-Out Stock Our Specialty
WHOLESALE ONLY

Write for our complete price
list of lining-out stock.

See our classified ad under the
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PLUMFIELD NURSERIES

BOX 7

L. A. Moffet, Mgr.

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TERMS AND CONDITIONS OF SALE

TERMS—One per cent discount for cash if paid on or before 10th of month following date of invoice, and is due NET 30 days thereafter. Interest charged on past due accounts.

These terms are offered to those with established credit; otherwise cash, security, or satisfactory references. C.O.D. orders must be accompanied by one-fourth cash.

PRICES in this list are based upon present market conditions and are subject to change without notice. These are Wholesale Prices and apply upon the following quantities:

SURPLUS LIST

	Per 10	Per 100	Per 1000
5000 Thuja Orientalis, R.P., 9 to 12 ins.	\$0.80	\$7.00	\$60.00
5000 Thuja Orientalis, R.P., 6 to 9 ins.	.70	6.00	50.00
60 Juniper, Andorra, TTT, 12 to 18 ins.	6.00	55.00	500.00
70 Juniper, Tamarix, TTT, 12 to 18 ins.	7.00	65.00	600.00
500 Juniper, Hetz, TTT, 12 to 18 ins.	6.00	55.00	500.00
200 Juniper, Hetz, TTT, 9 to 12 ins.	4.70	45.00	420.00
100 Juniper, Savin, TTT, 15 to 18 ins.	8.50	75.00	650.00
6000 Juniper, Savin, TTT, 12 to 15 ins.	5.50	50.00	450.00
2500 Juniper, Savin, TTT, 9 to 12 ins.	4.50	40.00	350.00
2500 Juniperus Virginiana (Neb. type), TTT, 18 to 24 ins.	4.50	40.00	350.00
3000 Juniperus Virginiana (Neb. type), TTT, 12 to 18 ins.	3.00	25.00	200.00
4000 Juniperus Virginiana (Neb. type), TTT, 9 to 12 ins.	2.50	20.00	150.00
1000 Pine, Ponderosa, R.P., 18 to 24 ins.	2.50	23.00	200.00
15,000 Pine, Ponderosa, R.P., 9 to 12 ins.	1.80	15.00	120.00
10,000 Pine, Ponderosa, R.P., 6 to 9 ins.	1.50	12.00	90.00
3000 Pine, Banksiana, R.P., 18 to 24 ins.	1.80	15.00	120.00
2500 Pine, Banksiana, R.P., 12 to 18 ins.	1.50	12.00	100.00
2000 Pine, Banksiana, R.P., 9 to 12 ins.	1.20	10.00	80.00
1000 Pine, Sylvestris, R.P., 12 to 18 ins.	2.20	20.00	180.00
8000 Pine, Sylvestris, R.P., 9 to 12 ins.	2.00	18.00	150.00

FIELD-GROWN GRAFTS

	Per 10	Per 100
350 Juniper, Pathfinder, 18 to 24 ins., TTT, 2-yr., in field	\$13.00	\$120.00
700 Juniper, Pathfinder, 12 to 18 ins., TTT, 1-yr., in field	9.00	85.00

SPECIMEN THUJA

Pyramids from 2½ to 3 ft. up to 6 to 7 ft. Beautiful, full, straight, transplanted trees grown at Monroe. Our digging is famous. You will be sure of the best. Order at once; ten or more.

Each	Each
per 10	per 10
\$2.15	\$5.00
2.75	7.75
3.50	

THUJA WOODWARDI

Woodwardi is certainly one of the best of all Globe Arborvitae; fine color, full, round plants. 15 to 18 ins. only \$1.40 each per 10.

VIRGINIA SEASIDE ROSES

Remember that we have most standard varieties of Hybrid Teas, as well as many patented varieties. Finest roses grown anywhere.	Per 100
1 to 99.	\$50.00
100 to 499.	47.50
500 to 999.	45.00
1000 and up.	42.50

ILGENFRITZ NURSERIES, Inc.

THE MONROE NURSERY

MONROE, MICH.

NORTHERN-GROWN EVERGREENS

SPRUCE - JUNIPER

TAXUS - ARBORVITAE

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BROWN DEER NURSERIES

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Milwaukee 1, Wis.

OBITUARY

Frank Pfleum.

Frank Joseph Pfleum, 49, owner of the Shawnee Nurseries, Shawnee, Kan., died January 18 of a heart attack at his home after becoming ill at the nursery three hours earlier. His sudden death was a shock to the many friends who had greeted him the week before at the convention of the Western Association of Nurserymen, of which he was president in 1947.

He had served as president of the Kansas City Nurserymen's Association for two years, as secretary-treasurer of the Kansas Association of Nurserymen for five years and had several times served as a delegate at A. A. N. conventions.

He was likewise active in civic matters, having been past president of the Shawnee chamber of commerce and the Shawnee-Mission Cooperative Club, and had been a board member of various local charity organizations. He was a member of the St. Joseph Catholic church, where the funeral was held January 19.

Mr. Pfleum was born at Shawnee. He had established the Shawnee Nurseries as a hobby in 1930 while he was a teller at the Old Fidelity National bank at Kansas City. He began to devote his full time to the business in 1939. He had added acreage and constructed additional buildings, especially in the past three years, as the enterprise prospered, specializing in landscape work and local retail trade.

Surviving are the widow; one son, Frank Donald Pfleum, and three daughters, Kay Pfleum, Mrs. George Pechar and Mrs. Michael Kuklenski; his father, a sister and five brothers.

Oliver A. Hobbs.

Oliver A. Hobbs, 69, died at the Methodist hospital, Indianapolis, Ind., January 18. He had been in ill health for the past two years. He returned to the hospital a few days before his death after being at home for two weeks following nine weeks' hospitalization.

With his brothers, Harry and Fred, "Ollie" Hobbs had carried on C. M. Hobbs & Sons, Inc., since the death of their father in 1927. They had formed the business under the present name in 1907, upon the retirement of Emery Albertson, son of the founder.

Mr. Hobbs was well known through his wide attendance at trade conventions and his service in trade



NORTHERN GROWN PLANTS

FRUIT TREES • SMALL FRUITS • SHRUBS • ROSES • ORNAMENTALS

APPLE - PEACH - PEAR - PLUM

Write for Prices

RED RASPBERRIES

	Per 100	Per 1000
CHIEF	\$7.00	\$60.00
Transplants	6.50	55.00
1/2-in. cal. and up	5.50	45.00
No. 1, 3/16-in.		
INDIAN SUMMER		
Transplants	8.00	70.00
1/2-in. cal. and up	7.50	65.00
No. 1, 3/16-in.	6.50	55.00
LATHAM		
Transplants	7.50	65.00
1/2-in. cal. and up	7.00	60.00
No. 1, 3/16-in.	6.00	50.00
SUNRISE		
Transplants	7.00	65.00
1/2-in. cal. and up	6.50	55.00
No. 1, 3/16-in.	5.50	45.00

BLACK RASPBERRIES

CUMBERLAND

Transplants

No. 1, tips

NEW LOGAN

No. 1, tips

	Per 100	Per 1000
	\$8.00	\$70.00
	4.50	35.00

4.50 35.00

SINCE
1872

NURSERY COMPANY

FARIBAULT

MINNESOTA

organizations. His lectures on the divining rod and his use of it made him known to still other groups.

He is survived by his widow, Helen; two sons, Robert, in the nursery business, and John O., Chicago; his brothers, Harry and Fred, and a sister, Carrie. Funeral services were held January 21, and burial was in Crown Hill cemetery, Indianapolis.

Harry G. Patten.

Harry G. Patten, 72, died unexpectedly at Sarasota, Fla., recently, where he had been vacationing with relatives since mid-November. Death was attributed to a heart attack.

With his father, the late C. G. Patten, he was associated in the nursery business in what is now the Sherman Nursery Co., Charles City, Ia. His father, a noted horticulturist, developed the Patten Greening apple and did considerable work with plums as well as other plants and fruits.

Born at Charles City, February 26, 1877, Mr. Patten was a lifelong resident of that city. On June 15, 1898, he married the former Edith Waite, and the couple celebrated their golden wedding anniversary in 1948, before Mrs. Patten's death on March 21 of that year. Mr. and Mrs. Patten are believed to have begun the

SUGAR MAPLE LINERS (*Acer Saccharum*)

With the present gloomy outlook for Elm and Oak trees, the Hard Maple, always an important shade tree, is now in much greater demand. Don't be caught short.

	Per 100	Per 1000
2 to 3 ft.	\$16.00	\$150.00
3 to 4 ft.	20.00	190.00
4 to 5 ft.	25.00	235.00
5 to 6 ft.	35.00	330.00
6 to 8 ft.	45.00	425.00
8 to 10 ft.	60.00	575.00

EVERGREEN NURSERY CO.

Established 1894

STURGEON BAY, WIS.

SHRUBS AND VINES FOR AMERICAN GARDENS — by Dr. Donald Wyman

Planting list guide for nurserymen. Recommends over 1100 species and varieties, with secondary list of 1700. Over 100 illustrations.

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AMERICAN NURSERYMAN, 343 So. Dearborn St., Chicago 4, Ill.

commercial raising of turkeys in the Charles City area about 1920.

Survivors include a brother, E. C. Patten, and a nephew, Charles Patten, both of Charles City.

Aart Marius Van den Hoek.

Aart Marius Van den Hoek, director of the horticultural program at Rockefeller Center, New York, since 1938, died of a heart attack at his home at Ramsey, N. J., January 4. He was 65 years old.

Born at Pernis, Holland, in 1885, Mr. Van den Hoek served his apprenticeship in several Dutch nurseries. In 1905 he went to England, where he was associated with several prominent rose growers and Hampton Court Gardens. He came to America in 1906 and secured a position with the Moon Nurseries, Morrisville, Pa. In 1909, he became the United States representative for a Boskoop, Holland, nursery firm, but in 1914 returned to Holland for military service. In 1919, after returning to the United States, Mr. Van den Hoek joined Koster & Co., Bridgeport, N. J., as general manager and in 1927 supervised the landscaping at the Philadelphia sesquicentennial.

In 1935, he went to Rockefeller Center as chief gardener and became horticultural director in 1938. At Rockefeller Center Mr. Van den Hoek was in charge of more than three and one-half acres of roof gardens and all seasonal floral displays in the Channel Gardens of the center. He also pioneered the planting of elm trees on Fifth avenue.

As a member of the Horticultural Society of New York, Mr. Van den Hoek served as the director of the society's pilgrimage committee, supervising annual trips to many foreign countries. He was a member of the New York Florists' Club and for several years was a member of the committee of judging at the annual International flower show. He served during the New York World's Fair as a member of the Netherlands participation committee, supervising the planting of the gardens at the Netherlands pavilion.

Surviving are his widow, Mrs. Nan Moxham Van den Hoek; two daughters, Nancy and Mrs. John Barnes, Fenwood, N. J., and eight brothers and two sisters, all of whom reside in Holland.

Louis A. Schroeder.

Louis A. Schroeder, of Schroeder's Nurseries, Des Plaines, Ill., died December 1 at the age of 70. He had had a heart attack in July, and death came from strangulation caused

EVERBLOOMING ROSES

Field-grown, 2-yr., No. 1

Fine for Potting; Extra-fine Root System

We again offer our usual number and fine quality of 2-yr., No. 1, field-grown roses to the nursery trade. We grow about 300,000 plants each year. The quality is extra-good, and the special long and fine-rooted strain of multiflora understock makes our roses ideal for potting. Roses are a big part of our business; for this reason we have built the most up-to-date cold-storage facilities to handle and keep plants in perfect dormant condition throughout the season, often as late as June 1. Order now. Delivery can be made any time you specify. Satisfaction is guaranteed.

PRICES ON ALL ROSES EXCEPT PATENTED.
2-yr., No. 1, \$4.50 per 10; \$10.00 per 100; \$170.00 per 1000.
250 at the 1000 rate.

HYBRID TEA ROSES

RED VARIETIES	YELLOW VARIETIES	TWO-TONE VARIETIES	PINK VARIETIES
Polnsettia	Golden Dawn	Condesa de Sastago	The Doctor
Etoile de Hollande	Yellow Condesa	Tallisman	Betty Uprichard
Ami Quinard	Golden Charm	Pres. Hoover	Pink Radiance
Rouge Mallerin	P. S. Du Pont	E. N. Perkins	Salmon Radiance
Christopher Stone	WHITE VARIETIES	Mrs. S. McGredy	Picture
Red Radiance	R. A. Viktoria		Editor McFarland
Grenoble	Konigin Luise		Paul Neyron
McGredy's Scarlet	Mme. Jules Bouche		
	F. K. Druschi		

CLIMBING ROSES

Paul's Scarlet	POLYANTHA ROSES
Cl. Tallisman	Golden Salmon
Cl. Golden Charm	Edith Cavell
American Beauty	Orleans
Spanish Beauty	

CHARMING ROSES
Paul's Scarlet
Cl. Tallisman
Cl. Golden Charm
American Beauty

CHARMING ROSES
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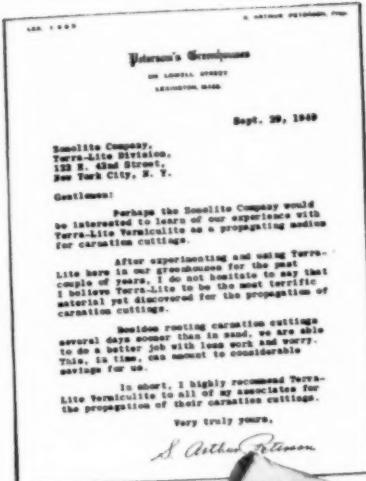
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CHARMING ROSES

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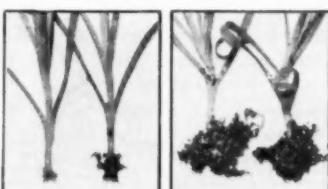
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2 BUSHEL BAGS—
½ BUSHEL BAGS—
4 QT. BAGS.

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ROOTS GROW BIGGER, HEALTHIER IN VERMICULITE
Carnation cuttings shown above were planted simultaneously and permitted to develop for an equal period of time. Large roots grown in Terra-Lite (right) show striking contrast to progress of carnation cuttings planted in sand (left).

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LINING-OUT STOCK BUSHY, FIELD AND BED-GROWN

Each per 100 per 1000

1000 Hex Cr. Convexa, 2-yr., 2 1/4-in. pots...	\$0.25	\$0.22
500 Hex Cr. Convexa, 3-yr., 6 to 8 ins. ....	.40	.35
1000 Hex Cr. Convexa, 3-yr., 8 to 10 ins. ....	.50	.45
1000 Hex Cr. Convexa, 3-yr., 10 to 12 ins. ....	.65	.55
1500 Hex Cr. Rotundifolia, 3-yr., 8 to 10 ins. ....	.45	.40
1000 Hex Cr. Rotundifolia, 3-yr., 10 to 12 ins. ....	.55	.50
1000 Hex Glabra, 3-yr., 8 to 10 ins. ....	.50	.45
1000 Hex Glabra, 3-yr., 10 to 12 ins. ....	.55	.50
1500 Hex Opaca , seedlings, 3-yr., 12 to 18 ins. ....	.45	.40
500 TAXUS CUSP. Capitata , 3-yr., 12 to 15 ins. ....	.50	.45

From cuttings,
500 **Hemlock, Canadian,**
6-yr., 10 to 15 ins.50 | .45 |

No shipping. Please send your truck.

A. SHAMMARELLO & SON NURSERY
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Headquarters for
HARDY MUMS AND PHLOX.
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Leading Perennial Growers
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**"THE MOST TERRIFIC
GROWING MEDIUM FOR
PROPAGATING CARNATIONS"**

WRITES WELL-KNOWN MASSACHUSETTS CARNATION GROWER

AMAZING HOW Terra-Lite* vermiculite SPEEDS PLANT DEVELOPMENT... HELPS GROWERS 7 IMPORTANT WAYS

What you read in Mr. Peterson's letter about Carnation cuttings is equally true of any other kind. But, that's only one of 7 important ways that Terra-Lite vermiculite can help you—indoors and out.

1. Seeds germinate faster and with better root systems
2. Any kind of cutting roots days faster
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7. Easy handling: cubic foot weighs only 6 lbs.—1/5 as much as sand.

In fact, Terra-Lite helps flowers and plants amazingly in every stage of development with much less fuss and care. Mail the coupon now for booklet showing the many ways progressive growers are using Terra-Lite vermiculite.

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Please rush me FREE BOOKLET about Terra-Lite vermiculite and catalog of sales helps.

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JUNIPER GRAFTS

Top-quality, standard varieties.

\$6.50 per 10

\$50.00 per 100

\$450.00 per 1000

Trade list on request.

THE COTTAGE GARDENS

N.I.W. Kriek
LANSING 15, MICH.

	Per 100
Kolkwitzia, T, 9 to 12 ins.....	\$12.00
Kolkwitzia, S, 6 to 9 ins.....	9.00
Rhus cotinus, S, 3 to 6 ins.....	6.00
Rhodotypos, S, 3 to 6 ins.....	3.50

NEWPORT NURSERY CO.
NEWPORT, MICH.

50,000 DAHLIA ROOTS

We grow many acres of standard cut flower varieties for the trade.

Write today for wholesale price list.

PAYNE DAHLIA FARMS
ROUTE 5 KANSAS CITY 8, KAN.

Idaho Garden Clinic

By David C. Petrie, Secretary

The Idaho Nurserymen's Association held its annual meeting January 16 to 18 at Boise in conjunction with its second annual landscape school and garden clinic. This year the garden-minded public was invited in order that it might obtain a better insight into the problems of landscape development, both planning and material. A registration fee of \$3 was charged. The attendance was about sixty, and all were so enthused over the meeting that the association agreed to hold another school and clinic next year.

At a business meeting of the association members from the more distant sections of the state suggested that in order to expedite association business throughout the year the officers be chosen from the Boise valley area. And so the following men from Boise were elected: E. F. Davis, president; Sidney A. Nelson, vice-president, and David C. Petrie, secretary-treasurer.

Landscape in Flannel.

Last year the program was entirely homemade, but this year the association obtained the services of two out-of-state speakers, O. B. Howell, garden editor of the Spokesman-Review, Spokane, Wash., and Mrs. Claude Shields, rose expert, Salt Lake City, Utah.

A graduate of Michigan State College, Mr. Howell was an instructor in landscape architecture at a number of institutions before entering newspaper work. His topic was "The Principles of Landscape Design," and he has developed what he calls a flannel-graph to illustrate his talk. It proved to be the cleverest demonstration device any of the audience had ever seen.

Upon a medium-size drawing board Mr. Howell fastened a sheet of green outing flannel, which represented the grass area. A light blue flannel strip was hung on the upper part of the board to represent the sky. Then upon the grass area was placed another strip of flannel on which had been sketched and colored the things seen from the back door of an undeveloped home, such as jalopies, garbage cans, clothes lines, etc., all just across the alley.

The beauty of this flannel device is that the pieces do not have to be fastened in place. Any piece sticks to the one underneath. It can be put in place immediately, and if a change is desired, the old piece merely has to be picked up and the new one put in place.

Screening this undesirable view was an absolute necessity; so another strip, which added a well colored shrub border with a good sky line, was slid over it. Still undisguised was a tall power pole in one corner; so a tall narrow tree was placed to dispose of that blemish. Since groups look better than a single specimen, two more trees were introduced to complete the corner. As a result, however, the border was thrown out of balance; so to bring it into line, a round-headed tree was placed on the other side a bit farther forward. This setup showed clearly how mass balance was achieved and the effect it gave, rather than the more simple geometrical balance.

For many reasons, including that of neighborliness ("A hedge between keeps friendship green"), enclosure of

the whole back lot is advisable. So in went a dark green flannel hedge set at an angle so that the perspective was maintained. With the hedge in place a perennial border was introduced on both sides. Next specimen trees were added at different points to show how they detracted from the general scene and how they broke the area up into small unrelated pieces.

After a back yard was completed, an elevation of a house was introduced, one with many angles and gables. By the skillful use of small flannel plants, again the idea of mass balance rather than geometrical balance was brought home to the audience rather spectacularly. The use of plantings to give the appearance of longer lines if needed or of reducing

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Pear, 2 and 3-yr.
Cherry, 1 and 2-yr.
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Apricot, 1 and 2-yr.
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Thurlow Weeping Willow,
5 to 6 ft., up to 2-in.

Lombardy Poplar, 5 to 6 ft., up to 2-in.

Arborvitae, Pyramidal; Juniperus columnaris, glauca, keteleeri; Hill's Dun-dee, up to 3½ to 4 ft. Pfizer Juniper, 15 to 18 and 18 to 24 ins. Austrian and Scotch Pine, heavily sheered, 4 to 5, 5 to 6 and 6 to 7 ft.

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290	18 to 24 ins., B&B
220	12 to 18 ins., B&B
400	9 to 12 ins., TT
350	6 to 9 ins., TT
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Catawba, 1-1	9.00	70.00
Fredonia, 2-1	11.00	90.00
Fredonia, 1-1	9.00	70.00
Delaware, 2-1	14.00	120.00
Delaware, 1-1	11.00	90.00
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	Each	Per 10	Per 100	Per 1000
2-yr., 9 to 12 ins., bearing age...	\$0.40	\$3.50	\$32.50	\$300.00
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Cumberland, trans., No. 1	8.00	70.00
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	Per 100	Per 1000
Sedus, No. 1, tips	5.50	45.00

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	Per 100	Per 1000
Paradise and Washington	—	—
3-yr. heavy	4.00	30.00
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1-yr. in 10,000 lots	—	10.00

VICTORIA RHUBARB

	Per 100	Per 1000
Whole Roots	8.00	75.00
1 1/2-in. and up	5.50	50.00
1 to 1 1/2-in.	4.00	35.00
1/2 to 1-in.	3.00	25.00

RED RHUBARB

	Per 100	Per 1000
Canada Red, No. 1 divisions	40.00	350.00
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	Per 100	Per 1000
Cuttings, 4 to 5 ins.	2.00	15.00
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Spring, 1950

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Irish Juniper, T-2, 12 to 18 ins., 10 or more, each	\$0.40	—
Wailegan Juniper, T-2, 8 to 10 ins.	\$20.00	—
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Green Barberry, 1-2, 6 to 12 ins.	6.50	\$50.00
Green Barberry, 1-2, 12 to 18 ins.	9.00	—
Red Barberry, 1-2, 9 to 12 ins.	7.50	66.50

SEEDLINGS

	Per 100	Per 1000
Douglas Fir, 2-0, 4 to 8 ins.	4.00	25.00
White Spruce, 3-0, 2 to 4 ins.	4.00	22.50
White Spruce, 3-0, 4 to 6 ins.	5.00	30.00
Black Hills Spruce, 3-0, 2 to 4 ins.	4.00	22.50
Black Hills Spruce, 3-0, 4 to 6 ins.	5.00	30.00
Dwarf Montana Mugho Pine, 2-0, 2 to 4 ins.	3.00	25.00
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Green Barberry, 2-0, 6 to 12 ins., 2500 for \$20.00	—	—
White Pine, 2-0, 2 to 4 ins.	3.50	28.00
Oriental Cedar, 2-0, 2 to 5 ins.	3.00	15.00
Papyrifera Birch	7.50	50.00

Scotch Pine Seedlings

2-yr. stock from Danish seeds.

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Scotch Pine, 2-0, 1 to 3 ins. \$3.00 \$18.00 \$80.00 \$150.00

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Again

We offer for Spring, 1950 50,000 Juniperus Grafts

(Grafted on Red Cedar)

ORDER NOW

before certain kinds are sold out.

It's quality that counts.

Per 100 Per 1000

Juniperus chinensis

<i>columnaris glauca</i>	47.50	\$450.00
<i>keteleeri</i>	47.50	450.00
<i>compacta</i>	47.50	450.00
<i>mascula</i>	47.50	450.00
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Juniperus virginiana

<i>burki</i>	47.50	450.00
<i>canaertii</i>	47.50	450.00
<i>canaertii compacta</i>	47.50	450.00
<i>elegantissima Lee</i>	47.50	450.00
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<i>meyeri</i>	47.50	450.00
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Biota aurea nana

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<i>ashi-beni</i> (the best red)	90.00	...
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Out of Pots and Beds

2000 <i>Juniper, Pfitzer</i> ,	Per 100 Per 1000
8 to 10 ins., 1-yr., 2½-in. pots	\$27.50 \$250.00
1000 <i>Juniper, Pfitzer</i> ,	
8 to 12 ins., strong, out of beds	42.50 400.00
1000 <i>Taxus hicksii</i> , 12 to 18 ins., strong, 3-yr. beds	45.00 450.00
1000 <i>Arborvitae, pyramidalis</i> , 6 to 8 ins., 2½-in. pots, out of frame	25.00

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Howell left off and showed how roses fitted into the landscape scheme. She paid particular attention to the place of the newer-type floribundas in garden groupings and named a number of promising kinds, including the All-America Rose Selections, Inc., 1950 award winner, *Fashion*. Her talk not only covered the use of roses but the purchase, planting and general care of the rose in this desert area.

Following Mrs. Shields' talk there were two films shown on roses which amplified her remarks. "Modern Roses" was shown through the courtesy of Jackson & Perkins Co. and showed its operations at both Newark, N. Y., and Pleasanton, Calif. The other film was "Roses at Home," shown through the courtesy of the Freeport Sulphur Co., and depicted Texas roses, their planting, spraying and other care. It also showed experimental work in Texas on the relation of pruning to quantity of bloom.

Movie on Bulbs.

That evening was shown a 1½-hour movie from A. J. Van Engelen Co., depicting its bulb operations. It showed in detail the reclamation of land just behind the dunes for bulb-growing purposes, methods of fertilizing, hand tillage of soil, preparation of the beds, planting of bulbs and overwinter care. Roadside shots showing flower stands with their masses of tulips, hyacinths and daffodils as well as the startling Hawaiian-like leis of daffodil and tulip heads made a striking color note. Crews were shown in the fields roguing the varieties and then going over the fields again to remove the heads of tulips and daffodils and the bells of the hyacinth and leaving the flower stems in both cases. Hand digging was shown. After the soil is loosened with a wide 2-handled trowel, the bulbs are actually dug out by hand. After the loose sand is screened out, the bulbs are piled into wicker baskets and carried by hand to barges in the canals. The barges are poled to the packing sheds, where the bulbs are cleaned and graded. Packing and shipping operations were also shown. At the conclusion of the picture the general wonderment was "How, in view of all the hand labor, could bulbs be so cheap?"

Pruning and Planting.

The second morning was taken up with a discussion of pruning and planting practices by John A. Jensen, Petrie Landscape Nurseries, Boise. Besides talking about the problems, he gave demonstrations of the pruning of old mispruned shrubs and ancient unpruned ones. He also showed a number of slides showing the pruning of new stock.

PFITZER JUNIPER LINERS

5 to 8 ins., in plant bands for field planting.

Will outperform much larger bare-root plants and cost you less money.

Book your order
for spring.

Immediate or later delivery if wanted.

We winter everything
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300 or more,
\$13.50 per 100.

Less than 300,
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Free samples on request.

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SALIX LINERS

Heavy, well rooted liners as follows
for either immediate or later shipment.

	Per	Per
	100	1000
<i>Salix blanda</i> , 3 to 4 ft.	\$6.00	\$50.00
<i>Salix babylonica</i> , 3 to 4 ft.	6.00	50.00
<i>Salix elegantissima</i> , 3 to 4 ft.	6.00	50.00
<i>Salix Niobe</i> , 3 to 4 ft.	6.00	50.00
<i>Salix salamoni</i> , 3 to 4 ft.	6.00	50.00

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Pinkish-white flowers in May

Heavy pot-grown stock for lining out. Spring, 1950, delivery.

Per 100 Per 1000

2½-in. bands	\$27.50	\$250.00
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24 to 30 ins.....	\$1.25
30 to 36 ins.....	1.50
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24 to 30 ins.....	1.30
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Spiny Greek Juniper,	
15 to 18 ins.....	1.25
Euonymus Radicans	
Coloratus, bare root,	
18 to 24 ins.....	.35
Euonymus Radicans	
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Write for list of other stock.

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E. R. Bennett, extension horticulturist emeritus, discussed maintenance of the garden. He stressed the need of a well kept line of demarcation between the border and the lawn, as bluegrass in a perennial border is one of the worst weeds with which the gardener has to contend. He also stressed the need for real soaking irrigation. Water from a sprinkler with the hose or the sprinkling system does not soak down any depth. In this area, particularly the garden requires a real soaking so that the soil is wet down six inches or more.

Using Trees and Shrubs.

In the afternoon John Dominick, landscape contractor, Boise, discussed "The Place of Trees in the Landscape." In the Boise area can be found a high percentage of the species native to the temperate zone, yet all of these species are introduced. Mr. Dominick discussed the species that do well, showed where and how they should be used and the effects that can be obtained from them.

David C. Petrie, Petrie Landscape Nurseries, Boise, discussed "Gardening with Shrubs." He showed the need of really knowing the form, habit and appearance of these plants at all seasons of the year before grouping them in the garden. If one does not know these things the effect of the planting might not be just what was wanted. He discussed the different forms and types of plants to use to obtain the feeling of greater depth. With the growing demand for color, the need for multiseason effects with bark, bloom, summer foliage, berries and fall color was stressed.

Both of these talks were well illustrated with Kodachrome slides, practically all of which were of local scenes.

Storm Cuts Attendance.

On this afternoon the worst storm of the winter blew up and cut the attendance for the evening showing of a film on "The Restoration of Eighteenth Century Williamsburg." This film was from the informational films division of the Eastman Kodak Co. It was good advertising for the A. A. N. convention trip this summer.

In spite of the falling snow, there was a fair crowd on Wednesday to hear Warren Carnefix, Fruitland Nurseries, Fruitland, give an interesting talk on "Evergreens for the Home Planting." He stressed the need for small-growing types and the sane pruning of those we have to keep them within bounds.

Sidney Nelson, Nelson Floral & Nursery, Boise, followed with a well thought out talk on "Perennials, Their

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9/16 to 11/16-in., 4 1/2 ft.	55.00
7/16 to 9/16-in., 4 ft.	45.00
1-yr.-old.		
9/16 to 11/16-in., 3 ft.	50.00
7/16 to 9/16-in., 3 ft.	40.00
5/16 to 7/16-in., 2 1/2 ft.	30.00

CHINESE ELM, seedlings.

	2-yr.-old.	....
9 to 12 ins.....	\$ 6.50	....
12 to 18 ins.....	11.00
18 to 24 ins.....	15.00
2 to 3 ft.....	3.00
3 to 4 ft.....	6.50
4 to 5 ft.....	9.50
5 to 6 ft.....	15.00

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12 to 18 ins., 2 to 3 canes	4.50
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18 to 24 ins., 6 canes up, 2-yr...	10.00

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18 to 24 ins., 4 to 6 canes, 2-yr...	7.50
18 to 24 ins., 6 canes up, 2-yr...	10.00

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Branched, 5 to 6 ft...	15.00
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Whips, 2 to 3 ft...	4.00

PURPLE LEAF PLUM, Newport.

5 to 6 ft., branched...	90.00
4 to 5 ft., branched...	75.00
3 to 4 ft., branched...	60.00	....

PLUM,

Sapa, Opata, Gold, Red June, Abundance.		
9/16 to 11/16-in., 4 1/2 ft...	45.00	....
7/16 to 9/16-in., 3 1/2 ft...	35.00	....
5/16 to 7/16-in., 3 ft...	25.00	....

APRICOT,

Perfection, Superb.		
9/16 to 11/16-in., 4 1/2 ft...	45.00	....
7/16 to 9/16-in., 3 1/2 ft...	35.00	....
5/16 to 7/16-in., 3 ft...	25.00	....

FLOWERING PEACH.

Double red.		
5 to 6 ft., branched...	65.00	....
4 to 5 ft., branched...	55.00	....
3 to 4 ft., branched...	45.00	....

THUJA ORIENTALIS.

Chinese Arborvitae, 2-yr.		
9 to 12 ins., sdgs...	4.00	30.00

PINUS NIGRA.

Austrian Pine, 1-yr.		
2 to 4 ins., sdgs...	4.00	35.00

JUNIPERUS VIRGINIANA.

Platte River, 1-yr.		
2 to 4 ins., sdgs...	2.50	20.00
4 to 6 ins., sdgs...	3.50	30.00

30 at 100 rate; 300 at 1000 rate.

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1000 8 to 10 ins., 3-yr.	\$27.50
2000 8 to 10 ins., 2-yr.	25.00
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4000 8 to 10 ins., 2-yr.	20.00
<i>Thuja Occ. Globosa</i>	
2000 6 to 8 ins., 2-yr.	22.50
4000 6 to 8 ins., 2-yr.	20.00
<i>Thuja Occ. Pyramidalis</i>	
2000 6 to 8 ins., 2-yr.	22.50
POTS	Per 100
<i>Juniperus Hetzi Glauca</i>	
4000 6 to 8 ins., pots	\$25.00
<i>Juniperus Hor. Pl. (Andorra)</i>	
4000 6 to 8 ins., pots	20.00
<i>Taxus Cuspidata</i>	
4000 6 to 8 ins., pots	25.00
2000 4 to 6 ins., pots	22.50

POTS—Continued	Per 100
<i>Taxus Capitata</i>	
2000 6 to 8 ins., pots	\$25.00
<i>Taxus Media Hicksi</i>	
4000 6 to 8 ins., pots	25.00
1000 8 to 10 ins., pots	27.50
<i>Juniperus Chin. Pfitzeriana</i>	
4000 6 to 8 ins., pots	20.00
4000 dwarf, pots	30.00

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Steve O'Rourke issued a bulletin from Michigan State College recommending *Gleditsia triacanthos* and *Inermis* (thornless) as very good shade trees. We have fine trees; 6 to 8 ft., only \$1.25 each; 8 to 10 ft., \$2.25 each, F.O.B. Monroe, Mich.

MICHIGAN-GROWN PEACH TREES

Our peach trees are extra-heavy, showing what strong, healthy, vigorous trees
they are. Prices are low at present.

Each	per 100
3/4-in. caliper	\$0.45
11/16-in. caliper	.35
9/16-in. caliper	.35
7/16-in. caliper	.30

They are going fast. Plenty of other fruit trees available.

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SHRUBS, FOREST and SHADE TREES, EVERGREENS, VINES and CREEPERS

Trade list mailed on request.

COMPLETE ASSORTMENT OF

Evergreens, Fruit Trees, Shade
Trees, Roses and Lining-out Stock.

Write for complete list.

ONARGA NURSERY CO.
ONARGA, ILL.

HEAVY 2-YR. SHRUBS FRUIT TREES

SPECIMEN EVERGREENS

LINING-OUT STOCK

SNEED NURSERY COMPANY

P. O. Box 798

Oklahoma City 1, Okla.

Place and Care." He showed that for continuous bloom some annuals were a practical necessity, as no perennial blooms for a great length of time. The discussion of this talk revolved largely about the depth of planting, which is of great importance in an irrigated region. Perennials are largely relatively shallow-rooted and must be kept moist.

Gerald Enders, Enders & Gipson Nursery, Boise, showed how to place garden structures and furniture. This talk and the preceding two were well illustrated with slides. Fireplaces, birdbaths, pergolas, gates and archways in their relationship to the garden and its livability were all discussed and pictured.

Insects and Fungi.

The last two discussions were led by Roland Portman, extension entomologist, and A. S. (Tony) Horn, extension horticulturist, on "Insects and Fungi We All Should Know." Mr. Portman had made up a mimeographed list of our most common insects with their habits and control measures, and copies were distributed. He spent most of his time on the discussion of the modern insecticides, with particular reference to Parathion and its dangers. It is no insecticide for the average small householder to use, as it is extremely dangerous to warm-blooded animals, and its careless handling can bring and has brought death to those using it. He illustrated the proper handling of Parathion with a series of slides and demonstrated the types of gas masks for use indoors and out.

Mr. Horn reduced to understandable language a discussion of the various blights, mildews, rusts and other fungous troubles and their control measures. He dealt at considerable length with the chlorosis problem, which, while not a fungous trouble, is of extreme importance in Idaho. He showed slides of treatment with the use of capsules of an organic iron compound, (ferric-ammonium-citrate) inserted just below the cambium layer. This treatment should be given early in the season, but good results have been obtained even as late as July.

AFTER operating a plant mart for two years William Barrett, River road, Trenton, N. J., is lining out material on forty-two acres at the rear of the mart.

AN EMPLOYEE of the C. E. Wilson Nurseries, Jacksonville, Tex., Joan Martin, Troup, Tex., was wed in a home ceremony, December 23, to L. H. Holcomb, also of Troup.

**Beautiful
NATIVE RED CEDARS**

	Per 1000
5 to 10 ins.	\$20.00
10 to 15 ins.	35.00
	Per 100
15 to 24 ins.	\$ 7.50
2 to 3 ft.	12.50
3 to 4 ft.	17.50

APPLE and PEACH TREES

	Per 100
2 to 3 ft.	\$ 8.00
3 to 4 ft.	12.00
4 to 5 ft., while they last.	20.00

APPLE TREES Per 100

5 to 6 ft., while they last.	\$30.00

GRAPEVINES Per 1000

Concord, 2-yr., No. 1	\$40.00
Fredonia, 2-yr., No. 1	50.00

Also other bargains.

Will not be able to supply demand again this season. First come, first served.

Write for our new, very low prices on nursery stock. Big reductions.

ROLLERS NURSERY
Phone: 661 ROGERS, ARK.

LIGUSTRUM IBOIUM
Hardy California Privet.

	Per 1000
2 to 3 ft., br.	\$4.50 \$37.50
18 to 24 ins., br.	3.50 27.50
12 to 18 ins., br.	3.00 22.50
12 to 36 ins., row-run.	3.00 25.00

LONICERA JAPONICA
HALLIANA

2-yr., fr.	7.50	60.00
1-yr., fr.	6.00	45.00
Rooted div., liners.	.75	6.00

VINCA MINOR Hardy Myrtle.

Medium clumps	3.50	30.00
Rooted div., liners.	.60	5.00

5 per cent discount for cash with order.

McMINNVILLE TREE CO.
Box 125 McMinnville, Tenn.

QUALITY JUNIPER GRAFTS

For Spring, 1950, delivery, from 2½-in. pots on Virginiana understock.

We are grafting *Juniperus virginiana* *canaertii*, *glauca*, *pyramidaliformis* (Dundee), *burki* and *ketulerei*, etc.

PAUL ARTERBURN NURSERY
Box 72 ST. MATTHEWS, KY.

EVERGREENS
SHRUBS
SHADE TREES
POPLARS

Write for surplus list.

THE HENRY NURSERIES
Ingels Bros.
HENRY, ILL.

CAMELLIA QUARANTINES.

Quarantines recently adopted by four southern states, Alabama, Mississippi, Georgia and Florida, against camellia flower blight name infected territories as Oregon, California and a single piece of property in Georgia, according to the Oregon Newsletter to Nurserymen. The quarantines prohibit the shipment of balled and potted camellia plants and cut flowers from anywhere in the infected areas. However, these states will permit entry of camellia plants free from soil from nurseries in the infected states and property provided the shipment is accompanied by a certificate from the state department of agriculture stating that the buds showed no trace of color on the day of shipment.

Each quarantine further states that restricted material from states that do not maintain restrictions against designated infected areas may be shipped into the state only when the grower, dealer or nurseryman furnishes an affidavit stating that he has not or will not receive camellia plants with soil attached and buds showing trace of color and/or camellia flowers from named infected areas.

SAGINAW VALLEY MEETING.

The Saginaw Valley Nurserymen's Association held its third annual banquet and Christmas party at the Chanticleer Inn, Saginaw. More than 100 nurserymen, their wives and friends attended.

Elliot Rice, president, introduced Bernard Ward, Lansing, secretary-treasurer of the Michigan Association of Nurserymen, who acted as toastmaster.

Special guests were C. A. Boyer, chief of the state bureau of plant industry, and Prof. F. L. ("Steve") O'Rourke, department of horticulture, Michigan State College. Other guests included Walter Coon, Farmington, past president of Michigan Association of Nurserymen; George Merryweather, Plymouth, and Leo Linke, Alpena.

Following a delicious turkey dinner and a few brief talks the group enjoyed dancing to a 3-piece orchestra.

The table decorations for the party were made by Mrs. Theodore R. Laetz, Bay City, assisted by William Schreiner, Saginaw; Theodore R. Laetz, Bay City, secretary of the association; Christ Burkhard, Reese, and Reinhold Steffer, Bay City. Mr. Steffer, who is vice-president of the association, served as party chairman. Theodore R. Laetz, Sec'y.

**LINING-OUT STOCK
OUR SPECIALTY**

**Ready for Field Planting
BOYD'S 1950 PLANT GUIDE**

Flowering Shrub Liners

We are pleased to give you what we think is a darn good list of items to include in your Spring, 1950, plantings. Our lining-out stock will compare first-class, without a doubt, with some of the best stock to be had anywhere. So—please place your orders now and don't be disappointed later on in the season. Stock quoted F.O.B. McMinnville, Tennessee. (5 per cent discount on all orders received in February, with cash enclosed.)

LINING-OUT STOCK

Hardy, Deciduous Flowering Shrubs

(One-yr. cuttings, except where indicated.)
25 takes a 1000 rate. Add 25 per cent extra for orders smaller than 250 of each variety.

	Per 1000	4 to 6 to 12 to
		6 ins. 12 ins. 18 ins.
ALTHAEA. Double Red	\$20.00	\$25.00 \$30.00
ALTHAEA ROSEA. Seedlings	4.00	7.50 10.00
ARONIA. Black Chokeberry	10.00	12.50 15.00
L.O. Div.	20.00	30.00 50.00
BERBERIS. Green-leaved Barberry	10.00	15.00 20.00
BUDDELEIA. Purple Butterfly Bush	10.00	15.00 20.00
CALYCANTHUS. Sweet Shrub	20.00	30.00 40.00
CORYLUS. American Hazelnut, L.O. Div.	15.00	17.50 25.00
DEUTZIA PRIDE OF RICHMOND	17.50	20.00 25.00
EUONYMUS. AMERICANA	15.00	17.50 20.00
EXOCORDIA. Pearl Bush	30.00	40.00 50.00
FORSYTHIA INTER- MEDIA FORTUNEI	20.00	25.00 35.00
HYDRANGEA ARBO- RESCENS. Native	12.50	15.00 20.00
HIBISCUS MALLOW	10.00	15.00 20.00
MARVELS.	10.00	15.00 20.00
HYDRANGEA. Oak Leaf	35.00	40.00 45.00
HYPERTICUM	17.50	20.00 25.00
ILEX VERTICILLATA. L.O. Div.	25.00	30.00 35.00
LIGUSTRUM. Amur River North Privet	17.50	25.00 35.00
LIGUSTRUM. California Privet	10.00	15.00 22.50
LIGUSTRUM. Iboium Privet	3.00	5.00 8.00
LIGUSTRUM. Iboium Privet	20.00	25.00 35.00
LONICERA. Black Privet	15.00	20.00 30.00
PHILADELPHUS. FRAGRANTISSIMA	25.00	30.00 40.00
ROBINIA. Moss Locust	25.00	30.00 40.00
L.O. Div.	17.50	20.00 30.00
RHUS COTONOIDES. L.O. Div.	35.00	40.00 45.00
RHUS AROMATICA. L.O. Div.	25.00	30.00 35.00
RHUS COPALINA. Black Sumac	8.00	10.00 12.00
RHUS GLABRA. White Sumac	8.00	10.00 12.00
SALEY. Purple Willow, C.	17.50	20.00 30.00
SPIRAEA CALLOSA. ROSEA.	20.00	25.00 30.00
SPIRAEA THUNBERGII.	30.00	40.00 60.00
SYMPHORICARPOS. Coralberry	12.50	15.00 20.00
TAMARIS AFRICANA.	20.00	25.00 35.00
WEIGELA ROSEA.	20.00	25.00 35.00

Write for our complete catalog.

Boyd
NURSERY COMPANY

P. O. Drawer 71, McMinnville, Tenn.

WE OFFER FOR SPRING NATIVE SHRUBS, SHADE TREES and EVERGREENS

<i>Azalea Calendulacea.</i>	Per 100	Per 1000
<i>Azalea Nudiflora.</i>		
12 to 18 ins., liners...	\$ 7.00	\$60.00
12 to 18 ins., br...	10.00	90.00
Each		
18 to 24 ins., br., B&B...	\$0.80	
2 to 3 ft., br., B&B...	1.00	
<i>Acer Rubrum.</i>		
<i>Acer Saccharum.</i>		
<i>Cornus Florida.</i>		
<i>Tilia Americana.</i>		
<i>Liriodendron Tulipifera.</i>		
<i>Quercus Alba.</i> White Oak.		
<i>Quercus Phellos.</i> Willow Oak.		
<i>Quercus Rubra.</i> Red Oak.	Each	
3 to 4 ft., br...	\$0.20	
4 to 5 ft., br...	.30	
5 to 6 ft., br...	.40	
<i>Rhododendron Maximum.</i>		
<i>Kalmia Latifolia.</i>		
<i>Ilex Opaca.</i>	Per 100	Per 1000
3 to 6 ins., s...	\$2.00	\$15.00
6 to 9 ins., s...	3.00	25.00
9 to 12 ins., s...	4.00	35.00
12 to 18 ins., s...	5.00	45.00
18 to 24 ins., s...	6.50	60.00
<i>Tsuga Canadensis.</i>		
3 to 6 ins., s...	.75	6.00
6 to 9 ins., s...	1.50	10.00
9 to 12 ins., s...	2.50	20.00
12 to 18 ins., s...	4.00	35.00
18 to 24 ins., s...	6.00	55.00

CUMBERLAND PLATEAU NURSERY
YORK ROUTE CROSSVILLE, TENN.

NATIVE EVERGREENS

	Per 1000
<i>Ilex Opaca</i> , 4 to 8 ins...	\$20.00
<i>Juniperus Virginiana</i> .	
4 to 8 ins...	15.00
<i>Kalmia Latifolia</i> , 4 to 8 ins...	20.00
<i>Rhododendron Maximum</i> .	
4 to 8 ins...	25.00
<i>Tsuga Canadensis</i> , 4 to 8 ins.	20.00

We refer you to our ads in January 1 and 15 issues.

O. H. PERRY NURSERY CO.
BOX 545 McMINNVILLE, TENN.

We Offer FOR SPRING AND FALL

An extra-fine lot of
Peach — Plum — Grape — Apricot
Cherry, Sweet and Sour
Can furnish carloads.
Also Shrubs, Evergreens and Shade
Trees.

Send us your want list.

COMMERCIAL NURSERY CO.
Nicholson Bros. DECHERD, TENN.

30,000 Potted Taxus Liners

1, 2 and 3-year.
Weigela Eva Rathke, transplants.
Viburnum Rhytidophyllum.

HUMPHREYS LANDSCAPE SERVICE
MT. STERLING, KY.

MICHIGAN COLLEGE FORUM.

The January 17 meeting of the Michigan State College Nursery and Landscape Forum held special significance in that many 4-year students were brought into the organization. Up to this time, the group has been entirely composed of men from the 2-year nursery and landscape management training course.

Elected to serve for the winter quarter were the following officers: Chairman, George Campau, Plymouth; vice-chairman, Roland Hobson, Buhl, Ida.; secretary, Dean Duncan, Detroit, and treasurer, Truman Hander- shot, Detroit. Executive committee members are Joe Williams and Bill Olsen, both of Detroit, and Ed Koch, East Lansing.

On January 19, Mrs. F. L. O'Rourke conducted seminar sessions for both a'umni and students. She gave lectures and demonstrations on how to make evergreen wreaths from natural materials. Using overgrown nursery stock was suggested. She stressed the point that time and material that would otherwise be wasted could so be used constructively and profitably by persons in the nursery industry.

Roland Hobson, Vice-chairman.

ADD COURSE AT BOYS' TOWN.

With the assistance of Dr. L. C. Chadwick, of Ohio State University, on a recent visit, Harold Glissman, superintendent of grounds at Father Flanagan's Boys' Town, near Omaha, Neb., laid out a 4-year program in horticulture, arboriculture and turf culture to add to the vocational training of the boys there. The first two years the boys will work outside four hours each week and the second two years, six hours. Mr. Glissman will give the instruction in turf culture, while that in horticulture and arboriculture will be handled by Roy Rasmussen, assistant superintendent, a graduate of Iowa State College and for five years on the staff of the Davey Tree Expert Co.

UNTIL March 15, N. C. Christensen, Christensen's Nursery, Lake Geneva, Wis., will be at 450 South Main street, Orlando, Fla.

CONSTRUCTION of a new 30x100-foot storage cellar with a modern shipping room above has just been completed by Brookdale-Kingsway Nurseries, Bowmansville, Ont., Canada. Increased volume of business has made this expansion necessary, says Norman J. Scott, manager.

WE OFFER FOR SPRING, 1950

Liriodendron Tulipifera

Tulip Poplar	Per 100	Per 1000
6 to 12 ins...	\$1.25	\$10.00
12 to 18 ins...	1.75	15.00
2 to 3 ft...	2.50	20.00
3 to 4 ft...	3.50	30.00

Cercis Canadensis

Redbud	6 to 12 ins...	2.00	15.00
	12 to 18 ins...	2.50	20.00
	2 to 3 ft...	3.50	30.00
	3 to 4 ft...	4.50	40.00

Cornus Florida

White Dogwood	6 to 12 ins...	2.00	15.00
	12 to 18 ins...	3.00	20.00
	2 to 3 ft...	4.00	35.00
	3 to 4 ft...	5.00	45.00

Azalea Baskeri

Red to Crimson	6 to 12 ins...	4.00	30.00
	12 to 18 ins...	5.00	35.00
	18 to 24 ins...	6.00	50.00

Azalea Calendulacea

Flame Azalea	6 to 12 ins...	4.00	30.00
	12 to 18 ins...	5.00	35.00
	18 to 24 ins...	6.00	50.00

Red Cedar

4 to 6 ins...	3.00	25.00
6 to 12 ins...	4.00	35.00
12 to 15 ins...	5.00	45.00
Special grafting size, 1/4-in. and up...	5.00	45.00

We have some attractive prices on
Junebud Peaches, 18 ins. and up, also
Apple Whips, 18 ins. and up.

H. G. HALLUM NURSERY

McMINNVILLE, TENN.

WE OFFER IN QUANTITY

Abelia Grandiflora, 6 to 12 ins.; 12 to 18 ins., b.r.; 18 to 24 ins., b.r.; 2 to 3 ft., b.r.

White-flowering Dogwood, *Amur River South Privet* and *Calyanthus*, seedlings, 6 to 12 ins.; 12 to 18 ins.; 18 to 24 ins.

White Walnut, seedlings, 12 to 18 ins.; 18 to 24 ins.; 2 to 3 ft.; 3 to 4 ft.

Red Cedar, transplants, and *Flowering Shrubs*.

Write for price list.

THE ARNOLD C. CLARK NURSERY

Phone: D 722

ROUTE 2 McMINNVILLE, TENN.

SERVING YOU SINCE '72

FROM

THE CENTER OF THE SOUTH

Southern

Est. 1872

Nursery & Landscape Co., Inc.

WINCHESTER, TENNESSEE

Phone-Write-Wire for Quotations

TREES — LINING-OUT SEEDLINGS

Maple, Dogwood, Paw Paw and American Persimmon. Also Althaea (Rose of Sharon) and Hall's Japanese Honeysuckle, clumps, lining-out. Write for list.

TARLTON WHOLESALE NURSERIES
ROUTE 7 McMINNVILLE, TENN.

NEW JERSEY MEETING.

[Concluded from page 12.]

and, basing his recommendation on experiments with agricultural crops, he suggested that a soil management program to prevent clogging of air spaces could be accomplished by resting cultivated land one out of every three years with a cover sod of clover and timothy. He cited tests with sweet corn, which showed that higher yields over a 3-year period were gained when the land was rested one year than when in production for three consecutive years. During a discussion period he noted that subsoiling, either by special plow or by the use of deep-rooted covers, was necessary when plowing at the same depth had been practiced for several years.

At the conclusion of the discussion period, President Fred J. Noble introduced Bernard Rifkan, landscape architect, who outlined plans for a landscape television show, and Mr. Noble said that he would entertain a discussion of sponsorship of such a program at a business meeting of the association to be held at Trenton, January 25.

Over 200 persons attended the luncheon in the Salle Moderne, Hotel Statler, Thursday noon, and heard Spencer Miller, Jr., New Jersey highway commissioner, who outlined long-range parkway development plans for the state. He said that rights of way of 1,000 feet would be obtained where possible to provide maximum vehicular safety and also maintain aesthetic values. He noted a trend in various states toward retaining as much of the natural vegetation as possible along highways, supplementing it with plantings of native materials. He noted that a 15-mile stretch had been handled as outlined and results warrant the continuation of the program. J. R.

TULSA NOTES.

A new nursery business has been launched by Correll R. Cotner at 2224 East Fifty-fourth street, Tulsa, Okla. Mr. Cotner is building a greenhouse and has started to stock shrubs and evergreens.

The Oklahoma Shade Tree Nurseries were opened at Tulsa, Okla., recently with offices in the Tuloma building and a sales yard at 4202 South Peoria street. Jack W. Fisher and Wilson I. Bartmess, formerly with Williams & Harvey Nurseries, Kansas City, Mo., are partnership owners. The firm specializes in the planting and moving of specimen shade trees and evergreens.

R. W. C.

ROSES—CLIMBERS and HYBRID-TEAS

2-yr., Budded, Field-grown



Delivery now or late spring
Order from this ad today. Regular terms and conditions. Wrapped roses and colored labels, 5c additional.

PRICES

In 500 Lots: No. 1, 40c ea.—No. 1½, 30c ea.
In 100 Lots: No. 1, 45c ea.—No. 1½, 35c ea.
Less than 100: No. 1, 50c ea.—No. 1½, 40c ea.

REDS

Red Radiance
Etoile de Hollande
Poinsettia
Ami Quinard
Rouge Mallerin
Red Talisman

MULTICOLOR

President Hoover
Talisman

YELLOWS

Luxembourg
Golden Dawn
Golden Ophelia
Sunburst
Yellow Roslyn
Yellow Talisman
Golden Charm

WHITES

K. A. Viktoria

PINKS

Pink Radiance
Editor McFarland
Pink Columbia
Briarcliff

CLIMBERS

Paul's Scarlet
Red Radiance
Mrs. P. S. du Pont
Cl. Talisman

Order from This Ad Today.

OZARKS PLANT FARMS, Inc.

523 Seminole Drive

SPRINGFIELD, MO.

EVERGREEN TREE SEEDS

From the Rocky Mountains

	Per lb.
Picea Pungens, Colorado Blue Spruce	\$ 8.40
Picea Pungens, hand-picked from blue trees	11.00
Picea Engelmanni, Engelmann's Spruce	8.00
Abies Douglasii, Douglas Fir, Colo.	8.70
Abies Concolor, White Fir	6.75
Picea Canadensis Albertiana, Black Hills Spruce	11.00
Juniperus Scopulorum, Silver Cedar	1.30

Orders are subject to stock being unsold. Prices are not F.O.B. Denver.

THE COLORADO SEED CO.

P. O. BOX 1345

DENVER, COLO.

A. B. C.

"Supreme" Quality

SEEDS — PLANTS — BULBS
and
Growers' Accessories

Write for our latest prices.

AMERICAN BULB CO.

1335 W. Randolph St. CHICAGO 7
31 W. 27th St. NEW YORK 1

CHARLES SIZEMORE

Traffic Manager
319½ Georgia St., Louisiana, Mo.

Loss and damage claims against railroad and express companies collected.

Freight bills audited.

Past due notes and accounts collected.

Well known to the nurserymen of the country.

Reference: Bank of Louisiana.



LILY SEEDS

We offer the most complete listing of lily seeds available on the American market.

Revised spring price list sent promptly upon request.

EDGAR L. KLINE
Lily Specialist LAKE GROVE, ORE.

SEEDS

Collectors of Tree, Shrub and Wild Flower Seeds
Crude Drugs and Ornamentals

E. C. MORAN Stanford, Mont.



MALONEY'S OFFER

Our 66th Year

A FINE ASSORTMENT OF HARDY UPLAND-GROWN

FRUIT TREES

I and 2-year

STANDARD PEAR

STANDARD APPLE

PLUM, APRICOT, QUINCE

SWEET and SOUR CHERRY

PEACH, 1-YEAR

SHRUBS — ORNAMENTALS

Let Us Quote You Attractive Wholesale Prices on Your Spring Requirements.

Write for Complete Trade List.

MALONEY BROS. NURSERY CO., Inc.

DANSVILLE, N. Y.

SMALL FRUIT PLANTS

Thirty varieties of Grapes, including the

GOLDEN MUSCAT

also

Currants and Berry plants

FOSTER NURSERY CO., Inc.

FREDONIA, N. Y.

FRUIT TREES

HARRISON BROTHERS NURSERIES

G. Hale Harrison, General Manager
BERLIN, MARYLAND

SMALL FRUIT PLANTS

Evergreens — Shrubs

Asparagus — Rhubarb

Send for Complete Trade List.

W. N. SCARFF'S SONS

NEW CARLISLE, O.

RASPBERRY PLANTS

RED - BLACK - PURPLE

C. H. BENEDICT
GRAND JUNCTION, MICH.

IOWA MEETING.

[Concluded from page 16.]

artificial watering systems are useful. One landscape nurseryman suggested the use of more of the hardy evergreen euonymus. Another, in a more jovial mood, said that he was stocking a complete line of cacti.

The advisability of having a certificate of insurability for subletting tree work was emphasized.

Picture of a tree mover made by Carl Baumhoefer were shown the members.

Iowa A. A. N. Chapter.

A meeting of the Iowa chapter of the American Association of Nurserymen was held on Friday morning, January 13. More Iowa members were in attendance than usual. Applications for new members were taken. Iowa nurserymen were, no doubt, attracted to the meeting by the unusually large number of celebrities present, including President James Ilgenfritz, Vice-president Wayne Ferris, Treasurer John Wight, Executive Secretary R. P. White, Public Relations Director H. P. Quadland and Vernon Marshall, president of the National Landscape Nurserymen's Association.

Delegates and alternates were elected as follows: Delegates, 1-year term, C. C. Smith, Sherman Nursery Co., Charles City; Dwight Hughes, Cedar Rapids Nursery Co., Cedar Rapids; George Rose, Henry Field Seed & Nursery Co., Shenandoah. Delegates, 2-year term, Robert Mullison, Lake's Shenandoah Nurseries, Shenandoah; George Welch, Mount Arbor Nurseries, Shenandoah. Alternates, W. J. Kuehn, Kuehn's Nursery, Cedar Falls; Harold Parnham, Robinson & Parnham, Des Moines; E. S. Welch, Mount Arbor Nurseries, Shenandoah; Harley Deems, Mount Arbor Nurseries, Shenandoah; Carl Baumhoefer, Baumhoefer Nursery, Cedar Rapids.

RECENTLY Luke L. McLaurine, Sr., and Mrs. Effie D. McLaurine opened Pickwick Nursery on Route 4, Iuka, Miss. They have a retail store and three acres of outdoor crops, including rhododendrons, mountain laurel, azalea and camellia liners.

ASSOCIATED with Quality Gladiolus Gardens, St. Anne, Ill., for the past two years as a partner with "Chet" Sirois, Don B. Creager is now in business for himself, operating Creager Farms, St. Anne, Ill., which will ship gladiolus bulbs and graded cut gladiolus flowers.

FRUIT TREES

Apple, 1 and 2-yr., Dwarf and Standard

Pear, 1 and 2-yr., Dwarf and Standard

Plum, 1 and 2-yr.

Sweet and Sour Cherry, 1 and 2-yr.

Quince, 2-yr.

Apricot, 2-yr.

Peach, 1-yr.

Write for our wholesale list.

KELLY BROS. NURSERIES, Inc.
DANSVILLE, N. Y.

INTRODUCING Hagerstrom's New Patented

(Pat. Pend.)

Everbearing Strawberry

(Wayzata x Fairfax)

Large berry, heavy fruiter, good quality and substance, reproduces freely. A great contribution to commercial and home garden strawberry growers.

Sold only under contract and royalty restriction for propagation for sale. A limited number of potted plants available this season.

Historical and descriptive price list upon request.

HILLCREST GARDENS
ALBERT LEA, MINN.

Authorized agent under contract for exclusive potting rights of Hagerstrom's patented strawberry.

WESTHAUSER NURSERIES

Specializing in
Strawberries and All Cane Plants

Full Line of Nursery Stock

Let Us Quote on Your Want List.

WESTHAUSER NURSERIES
SAWYER, MICH.

STRAWBERRY PLANTS

TOP QUALITY

Prices on request.

CHATTANOOGA PLANT FARM
802 N. Chamberlain Ave. CHATTANOOGA 6, TENN.

APPLE and PEAR SEEDLINGS

2-yr. APPLE TREES
1-yr. PEACH, CHERRY, PLUM
and APRICOT

All grades. Write for special low prices.

L. R. TAYLOR & SONS
Phone: 35009 or 35019 TOPEKA, KAN.

CATALOGS RECEIVED.
WHOLESALE PRICE LISTS.

Brown Bros. Co., Rochester, N. Y.—Fruit trees and small fruits, ornamental trees, evergreens, roses and peonies; 4 pages 8½x11 inches.

Curtis Nurseries, Callicoon, N. Y.—Evergreens, flowering shrubs and trees, fruit and shade trees, stones and fencing; 8-page folder, 4x8½ inches.

Exeter Wild Flower Gardens, Exeter, N. H.—Native lilies, orchids, ferns, aquatic and bog plants, deciduous trees and shrubs, evergreens; 16 pages and cover, 6x9 inches.

Forest Nursery Co., McMinnville, Tenn.—Flowering shrubs, forest and shade trees, vines, evergreens, hardwood cuttings and understocks; 24 pages, 4x9 inches.

Herbst Bros., New York 7, N. Y.—Tree and shrub seeds, annuals and perennials and lawn seeds; 36 pages, 4x9 inches.

McMinnville Tree Co., McMinnville, Tenn.—Shade and ornamental trees, native lining-out evergreens, hedge plants, tree seedlings, flowering shrubs, vines for lining out; 2 pages, 8½x14 inches.

National Sawdust Co., Inc., Brooklyn, N. Y.—Display products, such as sand, stones, pearl chips and shells, rock glass; cone stalks, raffia, burlap squares; 10 pages and folder cover, 7½x12½ inches.

Rich & Sons Nursery, Hillsboro, Ore.—Fruit trees and small fruits, nut trees, shade and ornamental trees, shrubs, vines and evergreens; 20 pages and cover, 6x9 inches.

Riverdale Nurseries, Riverdale, Ga.—Fruit trees; one page, 18x24 inches.

Frank H. Rose, Missoula, Mont.—Seeds of native American alpine plants, 10 pages, 8½x14 inches, and western American trees, shrubs and perennials, 6 pages, 8½x11 inches.

Tingle Nursery Co., Pittsville, Md.—Azaleas, root grafts of stock, holly, small fruits, garden supplies and books; 48 pages and cover, 4x9¼ inches.

Vittner's Gardens, Manchester, Conn.—Hardy perennials and rock plants; 8 pages and cover, 4x9 inches.

WHOLESALE CATALOGS.

Oregon Bulb Farms, Gresham, Ore.—Daffodil, lily and iris bulbs; 48 pages and cover, 9½x11½ inches.

FLORIDA CAMELLIA SHOW.

The Florida state camellia show was held January 21 and 22 at the Municipal Auditorium, Orlando. The show was sponsored by the Florida State Florists' and Nurserymen's Association, the American Camellia Society and the Camellia Society of Central Florida. Exhibits were being booked from Louisiana to the Carolinas and all the Gulf states.

HAVING been a landscape contractor at Arlington, Va., Jack R. McMillen has purchased the property and house on Annandale road, Falls Church, Va., that was formerly owned by Lawrence Westcott. Mr. Westcott is now located at Culpeper, Va.

STRAWBERRY PLANTS

Certified

Grown on new land in isolated area. 30 acres of the largest and thirstiest plants we have ever grown. We are in a position to make you attractive prices on the following varieties.

Blakemore
Klonmore
Klondike
Missionary
Tenn. Beauty

Tenn. Shipper
Robinson
Premier
Gem
Streamliner

We will ship direct to your customers if you desire. You're welcome to come and see our fields. Let us quote you on your entire needs.



Route 3

ROMINES PLANT FARMS

DAYTON, TENN.

SALE OF 40,000 OF THE FINEST 1-YEAR APPLE TREES

2100 York	8000 Winesap
5500 Yellow Delicious	5000 Alta
8300 Double Red Delicious	2500 Yates
4500 St. Clare	1500 Grimes Golden
2600 Turley	Per 1000
2 to 3 feet	\$ 80.00
3 to 4 feet	100.00
4 to 6 feet	120.00

Most of these trees are 3 feet and up and are of real heavy caliper.

Terms: Cash with order. Packing free.

No shipment after March 10, 1950.

All varieties guaranteed true-to-name.

Address all orders to:

ARAB NURSERY CO.

ARAB, ALA.

GRAPEVINES

Heavy, well rooted.

2-yr. Concord and Niagara.

Hydrangea P.G.

Peach

Write for prices.

Thorne Brewster

WILLOWBEND NURSERY

Davis Rd. Perry, Ohio

Chipman's RED RHUBARB

Large, No. 1 divisions, \$15.00 per 100.

Cash with order; packing free.

Write for prices on larger quantities.

KEELER'S GARDENS
SIOUX FALLS, S. D.

WE OFFER . . .

Our General Line of

SMALL FRUIT PLANTS

Let us quote on your requirements.

L. J. RAMBO'S WHOLESALE NURSERIES
Bridgman, Michigan

GRAPE CUTTINGS

CONCORD and **FREDONIA**, \$3.50 per 1000, F.O.B. here. Tied with wire, 100 to bunch. Guaranteed true-to-name. Cut from our young, thrifty vineyard by experienced workmen.

IDEAL FRUIT FARM Stilwell, Okla.



CALIFORNIA ASSOCIATION OF NURSERYMEN

ELMER J. MERZ, Executive Secretary

304 MITAU BUILDING

SACRAMENTO 14, CALIF.

LOS ANGELES SUNSET CHAPTER ELECTS.

The first meeting of the new Los Angeles Sunset chapter of the California Association of Nurserymen, held December 12, was attended by thirty-five nurserymen and two special guests, Syd Whitehorn and Elmer Merz, president and executive secretary, respectively, of the state association.

At its January 9 meeting at Fox & Hounds restaurant, Santa Monica, the chapter elected the following officers, all from Los Angeles: President, Richard Westcott; Paul J. Howard's Flowerland; vice-president, Chester Baake, Baake's Nursery, and secretary-treasurer, James A. Gibbs, Winsel-Gibbs Seed & Nursery Co. Directors are Jack Evans, Walter Kimmer, Overton Pettit, Robert Gibbs, Henry Varnamota, Harry Masunaga and Frank Tonomura.

CENTRAL CHAPTER MEETS.

The Central California chapter of the California Association of Nurserymen held its January meeting at the beautifully situated Loma Linda at Watsonville. Nearly 100 members and their wives drove the ninety miles from the bay area to the coast side, a scenic drive through snow-topped hills. At Watsonville the group was joined by some local members of the state association and a number of nonmember-nurserymen from the Monterey peninsula area.

So that everyone might become better acquainted with the local nurserymen, no educational program was provided. Instead, after an excellent dinner, each person was asked to stand and introduce himself. Syd Whitehorn, Fresno, president of the state association, gave a short and to-the-point talk. Elmer Merz, executive secretary of the state association, reminded the group of the values of a trade association and said that he hoped enough nurserymen from the Watsonville area would realize these values and make it possible to organize a chapter there.

Paul Jordan, of the Jordan Mat Advertising Service, Los Angeles, reported that he would soon call on the nurserymen in the bay area to offer them an advertising mat service. Hav-

ing worked with members throughout the state, he feels he has a good idea as to the advertising needs of the industry and has made up a series of mats which nurserymen may purchase. These mats, which are for newspaper use, are complete except for the advertiser's name. They are said to be well prepared and well illustrated with the kind of material to draw the public to the nursery.

At present the service will be offered only to members of the association. However, if twenty-five per cent of the member-firms do not use the material, it will be made available to nonmembers. Mr. Merz urged the members to take advantage of the opportunity, reminding them that it

HARDY ENGLISH CHRYSANTHEMUMS

Send for our Wholesale list of stock plants priced at 25c and 50c each for varieties that sold up to \$1.00 each last spring. You can order as few as one of a variety; 132 varieties to choose from. Also 5 varieties of *Reyonante* and 7 varieties of *Jewel*, and many others.

SPECIAL: 2 each of 50 varieties, our selection, \$20.00.

DICENTRA SPECTABILIS

3 to 5-eye and up, \$25.00 per 100-500 for \$100.00.

BUXUS SEMPERVIRENS

Extra-strong rooted cuttings, \$5.25 per 100.

SMITH GARDENS

ROUTE 1, BOX 223
LEWISTON, IDAHO

THORNLESS HONEY LOCUST

	Per 10	Per 100
6 to 8 ft.	\$15.00	\$135.00
8 to 10 ft.	17.50	150.00
11/4 to 1 1/2-in. cal.	22.50	200.00

HACKBERRY, OCCIDENTALIS

6 to 8 ft.	12.50	100.00
8 to 10 ft.	15.00	135.00
11/4 to 1 1/2-in. cal.	20.00	175.00

Free packing. Cash, please.

FOREST HILLS NURSERY

3736 HIGHLAND DR.
SALT LAKE CITY 6, UTAH

WESTERN WILDFLOWERS

Native plants of Montana, Idaho and northern Wyoming. 25 each of 25 species for \$25.00. Your selection from free list.

FRANK H. ROSE
1020 POPLAR ST. MISSOULA, MONT.

was another intangible asset of being a member that could not be measured in dollars and cents. He added that the mats provided some of the best advertising copy he had seen in his twenty-five years' experience in the nursery business. He felt the individual nurseryman could hardly afford to buy such material if required to stand all of the expense.

President Herbert Plath, H. Plath & Son, San Francisco, announced that the Central chapter would begin a membership drive, with Jack McDonnell, McDonnell Nurseries, Oakland, as the chairman. Mr. McDonnell has not selected his committee yet. The garden window provided by the San Francisco Examiner was commented upon. It was reported that the window actually caused a traffic congestion because of the number of persons who stopped to look at it.

Secretary John Snyder, Jackson & Perkins Co., Pleasanton, gave a report of a meeting of the board of directors held earlier in the afternoon. He said it had been decided that a badge be

SURPLUS VARIETIES

1-yr. Peach Trees	Each
3/4-in. and up, 6 ft. and up.....	\$0.35
11/16 to 3/4-in., 6 to 6 ft.....	.25
9/16 to 11/16-in., 4 to 4 ft.....	.20
7/16 to 9/16-in., 3 to 4 ft.....	.20

J. H. Hale	Mayflower
Indian Cling	Early Alberta
White English	Hiley
Carman	Alberta
Belle of Georgia	Red Bird
Halchaven	Early Rose
Chinese Cling	Golden Jubilee

2-yr. Apple Trees	
1-in., 6 ft. and up.....	.40
11/16 to 1-in., 5 to 6 ft.....	.30
9/16 to 11/16-in., 4 to 5 ft.....	.25
7/16 to 9/16-in., 3 to 4 ft.....	.20

Arkansas Black	Yellow Delicious
Astrachan	Red Delicious
Black Ben	M. B. Twig
Early Transparent	Stayman
Red June	Vates

1-yr. Plum Trees	
3/4-in., 6 ft. and up.....	.40
11/16 to 9/16-in., 5 to 6 ft.....	.35
9/16 to 11/16-in., 4 to 5 ft.....	.25
7/16 to 9/16-in., 3 to 4 ft.....	.20

1 and 2-yr. Pear Trees	
9/16-in., 6 to 6 ft.....	.60
9/16-in., 5 to 5 ft.....	.50
7/16-in., 3 to 3 ft.....	.40

Pineapple	Kleffner	Garber
Cherry Trees		
2 to 3 ft. ....		.65

3 to 4 ft. ....		.75
Montmorency	Early Richmond	
1-yr. No. 1 Grapevines	10 each	

Niagara	Moore's Early
Concord	Fredonia
Weeping Willow Trees	

6 to 7 ft. ....		.75
7 to 8 ft. ....		.90

Savin Junipers

18 to 24 ins. 1.25

I have owned this nursery for 30 years, and people come back every year and want more stock. All stock is machine-dug.

JOPPA NURSERY CO.

Grower of Fruit Trees,
Vines and Shrubbery

W. H. HILL

JOPPA, ALABAMA

Native plants of Montana, Idaho and northern Wyoming. 25 each of 25 species for \$25.00. Your selection from free list.

Write for 1950 price list.

EVERBEARING STRAWBERRIES

All the newest and best varieties.

Fine, heavy-rooted, healthy plants.

Write for 1950 price list.

McNEAL BERRY NURSERY

HAMILTON, MONT.

made for each member to wear at all meetings. The purpose of this is two-fold. It will identify the member to others and make it possible to keep track of those who attend. The badges will be in the custody of the secretary, who will issue them before and collect them after each meeting. It was also decided that the group support local garden clinics, preferably those sponsored by local newspapers or civic clubs. The association would furnish speakers and assist in every possible way with these clinics. Tried in the Santa Rosa area on this basis, the clinic idea has been found satisfactory by all concerned.

Jack S. Schneider, Orchard Nursery & Supply, Lafayette, who is chairman of the program committee, announced that the next two meetings would be held at Pland's, San Lorenzo. The program for the next meeting will feature roses in February. A film on roses provided by the California Spray-Chemical Co., Richmond, will be shown, and rose experts in the association will carry on a panel discussion on the culture of roses.

Clifford Hyde, H. A. Hyde Co., Watsonville, was called on for a few remarks on behalf of the local nurserymen. He said he was happy to see so many near-by nurserymen showing an interest in the meeting and that the turnout would be sufficient evidence for state officers that the local area could support a chapter.

W. B. B.

SAN FERNANDO MEETING.

Thirty-seven members and their guests attended the January 11 meeting of the San Fernando Valley chapter of the California Association of Nurserymen at the Buttery cafe, Van Nuys. After the meeting was called to order by President Edwin Schneider, Ed's Nursery, North Hollywood, an informative talk on retail selling was given by the vice-president of the state association, W. S. Clark, Germain's Ranch Nursery, Van Nuys, who is also a member of the chapter. Mr. Clark, who is now in the wholesale business, can look back and see the mistakes made in the retail end of the nursery business, so was able to present a beneficial discussion. Art Frishman, of Germain Seed & Plant Co., Los Angeles, talked on roses and showed two pictures on plant life and roses loaned by the California Spray-Chemical Corp., Richmond.

Alfred H. Boulton, Woodland Hills Nursery, Woodland Hills, was accepted as a new chapter member. The chapter extended its deepest sympathy to President Schneider and

HEAVY, FIELD-GROWN, BARE-ROOT STOCK FOR LINING-OUT

Since the first of the year we have decided to offer from our own nursery rows the following twice-transplanted, bare-root stock, all heavy field-grown. This stock will make money fast for the buyer as it will grow into specimens in one to two seasons. This is one of the most exceptional offers that the Sherwood Nursery Co. has had the pleasure of making, and this is just the type of material for which you have been looking.

Thuja occidentalis pyramidalis (American Pyramidal Arborvitae)

A most desirable arborvitae of narrow columnar growth, dense and compact without pruning. Planted in groups it produces a most impressive alpine effect. In situations where effective hedges requiring but little space are desired Pyramidal Arborvitae has no counterpart.

	Per 100	Per 1000
6 to 12 ins., twice transplanted, B.R.	\$18.00	\$144.00
12 to 15 ins., twice transplanted, B.R.	25.00	200.00
15 to 18 ins., twice transplanted, B.R.	30.00	240.00

Extra-heavy roots.

Chamaecyparis lawsoniana erecta glauca (Blue Column Cypress) (Allumi)

A cone-shaped cypress, erect in growth and with vertical foliage of turquoise-blue. It is a valuable help in landscape plantings and for that reason is always a popular tree.

8 to 12 ins., twice transplanted, B.R.	20.00	160.00
12 to 15 ins., twice transplanted, B.R.	25.00	200.00

Chamaecyparis lawsoniana fletcheri (Fletcher Cypress)

A narrow pyramid in form, very neat and tidy. Compact in growth with full soft appearing foliage of blue-green color effect. On account of its erect, close habit of growth it is especially well adapted to small homes and grounds.

8 to 12 ins., twice transplanted, B.R.	25.00	200.00
12 to 15 ins., twice transplanted, B.R.	35.00	280.00

Juniperus sabina tamariscifolia (Tamarix Savin Juniper)

Color a bright, cheerful bluish-green throughout the year, symmetrical and compact in form and growth, seldom over 18 inches high. Hardy and one of the finest of creeping varieties. Decidedly ornamental in almost any planting.

6 to 9 ins., twice transplanted, B.R.	25.00	200.00
9 to 12 ins., twice transplanted, B.R.	45.00	360.00

Chamaecyparis nootkatensis glauca compacta (Compact Blue Alaska Cypress)

A distinctive form of the Alaska Cypress. Has compact dense foliage of charming blue green color. Semidwarf, neat and conical in form needing little or no pruning. Very hardy and rare. It belongs to that somewhat restricted and delightful group of trees that retain their shapely beauty without considerable care and pruning.

6 to 9 ins., twice transplanted, B.R.	18.00	144.00
9 to 12 ins., twice transplanted, B.R.	25.00	200.00

Libocedrus deodara (Western Incense Cedar)

A shapely pyramid in form, with fine, fan-like foliage, that is dense, and a beautiful glossy green. The foliage is also delightfully fragrant. The perfect symmetry of growth from the ground to tip of the tree is a characteristic that places deodara almost in class by itself, the only other conifer that is comparable being Sequoia gigantea. Very hardy.

6 to 12 ins., twice transplanted, B.R.	18.00	144.00
12 to 18 ins., twice transplanted, B.R.	25.00	200.00
18 to 24 ins., twice transplanted, B.R.	35.00	280.00

Ligustrum sinense (Chinese Privet)

An upright, rapid growing, semievergreen. Stands shearing well. Thick, luxuriant, bright green foliage. Leaves small, branches slender. Shrub to 8 feet. A fine hedge subject.

12 to 24 ins., twice transplanted, B.R.	15.00	120.00
---	-------	--------

Tsuga canadensis (Canada Hemlock)

A well known conifer of graceful, pleasing habit of growth, and regarded by some landscape architects as one of the best of conifers. Perfectly hardy.

12 to 15 ins., twice transplanted, B.R.	36.00	288.00
15 to 18 ins., twice transplanted, B.R.	45.00	360.00

We can supply all items in 1000 lots at the date of the publication of this advertisement, but suggest that a wire or airmail letter may save you disappointment. Terms Cash, F.O.B. Portland, Oregon. In this B.R. stock 25 per cent will reserve stock for later delivery. We reserve the right to substitute the next nearest grade if sold out of the grade ordered. Most of this stock is not listed in our catalog, and this offer holds for the spring, 1950, selling season only.

We have many other items in lining-out stock.

SHERWOOD NURSERY CO.

Evergreens — Propagators and Growers — Wholesale

141 S. E. 65TH AVENUE PORTLAND 16, OREGON

California-grown Rosebushes —

Plus Service

We specialize in growing rosebushes for sale at wholesale in lots of 100 to 10,000. Through specialization we are able to offer the best in rosebushes and service. Your inquiry will receive our prompt attention.

HOWARD ROSE COMPANY

P. O. Box 725

Hemet, California

PLANT BUYERS GUIDE — \$7.50 per copy postpaid.

Tells where to buy over 50,000 different plants and seeds.

AMERICAN NURSERYMAN 343 So. Dearborn St. Chicago 4, Ill.

Strillings
NURSERIES
THE WEST'S
LEADING GROWERS OF
RESISTANT ROOTSTOCKS

S-37

PLANT PATENT 904
AMERICA'S FINEST
NEMATODE RESIS-
TANT PEACH ROOT-
STOCK.

MARIANA - 2624

LEADING RESISTANT
PLUM ROOTSTOCK

1613

LEADING RESISTANT
GRAPE UNDERSTOCK

40 YEARS EXPERIENCE
PRODUCING
GROWING  QUALITY
NURSERY PRODUCTS

Fruit Trees
Shade Trees
Grape Vines
Flowering Trees
Field and Container
Grown Ornamentals

WRITE FOR PRICE LISTS
AND DESCRIPTIVE BULLETINS

Strillings
NURSERIES
OFFICE and SALES YARD ON 99 HIGHWAY NORTH
PHONE 86 P.O. BOX 793 MERCED, CALIFORNIA

his two sons, Richard and Michel, on the death of Mrs. Schneider, whose obituary appears on another page.

Jean Powell, Sec'y.

**CALIFORNIA REQUIRES
PEST CONTROL LICENSES.**

Since January 1 the California department of agriculture has required that persons engaged in rental agricultural pest control service obtain a license. The law requires that the license be obtained during January at a cost of \$15 per calendar year, and a penalty fee is required on applications received after January 31. The law also requires that the applicant state the type of pest control work in which he engages and his qualifications to do such work. And before undertaking any for-hire pest control work, each operator must register with the agricultural commissioner in any county in which he wishes to do business for each calendar year or portion thereof. There are additional requirements for operators of pest control from aircraft.

In order to aid persons engaging in pest control work, the University of California has planned a short course for February 1 to 3 at the Davis campus. Anyone interested in this work may attend. The tentative program is for a morning session on citrus pest control and soil fumigation February 1, with control of pests in deciduous orchards and of livestock pests in the afternoon. On the second day the morning session will be devoted to a discussion of pest control laws, regulations and safeguards, and the afternoon to weed and rodent control. On the last day the morning session will cover pest control for field and truck crops, and the afternoon session the agricultural use of aircraft.

CHANGES AT MILTON.

C. B. Miller bought out, as of January 1, the interest of his brother, George W. Miller, and that of C. D. Hobbs in the Milton Nursery Co., Milton, Ore. He is president and general manager and has taken into the business as vice-president Everett S. Miller, a nephew, son of the late Sam Miller.

The business was founded in 1878 and was incorporated in 1908 by Bert, George and Sam, with their father.

George W. Miller, who is now 76, has been in failing health, undergoing two operations in December.

SINCE the death of Mr. Thole last summer, Thole's Gardens, Seattle, Wash., have been discontinued.

NOT FOR YOU!

Sure, we know you wouldn't punch drainage holes in your plant cans with a spike . . .



But

are you punching them one by one some other HARD WAY? Miners' picks, hatchets and beer can openers will all make holes somewhere in can..



But

The Handy Man

Multiple Punch will make 4 holes at once, all at the very bottom edge of the can. Safe, clean holes, too. Cut out metal is rolled in and down as blades complete cuts. Punches gallons (No. 10) to 5-gallon sizes. Cannot dent or crumple cans.

For

Multiple Savings, order the Multiple Punch and let it prove that it will save its own cost (\$40.00) quickly. F.O.B. Berkeley, but 5 per cent discount allowed for cash with order; February only.



Ayer Line
INDUSTRIES, INC.

700 JONES ST., BERKELEY 10, CALIF.

ROSES—TREE ROSES

Reservations made for 1950 season.
Good varieties—excellent quality. Write
for list.

Pacific Northwest Rose Nursery
P. O. Box 261
GRESHAM, ORE.

BALED SHINGLE TOW
(CEDAR SHAVINGS)

WM. A. JOHNSTON
1722 N. W. 15th St.
Portland 9, Ore.

ROSES

Two-year-old, field-grown plants.
Send for wholesale list.

Maywood Rose Nursery
P.O. Box 5033, PORTLAND 13, ORE.

NEW YORK LANDSCAPE PROGRAM.

[Continued from page 10.]

all, whether it be promotion or a pat on the back.

Economy is another watchword of Mr. Seyler's. This applies to inventory, equipment and purchases. Inventory control is important. No nursery, he asserted, ever went broke because it had too little nursery stock. Examples are numerous of firms with smaller acreages that make more money. He thought it desirable to grow eighty per cent of the stock needed, buying the other twenty per cent in normal times.

The high cost of selling, declared Mr. Seyler, is not so important as the high cost of not selling. The mailing list he considered to be the gold mine of the retail nursery and should have proportionate attention. Sales should exceed the over-all investment each year, he asserted. Constant calls are necessary to build landscape business. The salesmen should sell gardens, not bushes, and beauty, not merchandise. Retail sales at the nursery he regarded as important; one visit to the nursery by a customer was worth twenty catalogs.

Economy extends to collections, so that losses, either in money or in customers, may be avoided. Regularity should be the watchword. Statements, Mr. Seyler declared, went out from his office the last day of the month so as to reach customers on the first, before they received the statements of other creditors.

Many terse illustrations and many witty asides accompanied the rapid delivery of this talk so that the audience felt the full force of the advice given by this keen operator and observer.

Panel on Plants.

At a panel discussion of plant materials, Thursday evening, the spot-light focused on the question of suitable subjects for foundation plantings, and nurserymen, as well as the panel speakers, appeared divided as to what constituted the purpose of such a planting. Two schools of thought prevailed, one being that the planting should merely enhance the architecture of the house, providing a setting for it, while there were those persons who suggested that it should contain a wide variety of interesting plants to increase the homeowner's interest in nursery stock. After considerable discussion, guided by the moderator, Dr. A. M. S. Pridham, a compromise seemed to be reached. Speakers earlier in the day had noted that a complete landscape job should



WITH WELL ESTABLISHED STURDIER ROOT SYSTEMS



CALIFORNIA GROWN

Lining Out Stock

Below, just a few from our large selection. In 2 1/4" pots—PACKED FREE OF CHARGE. Prices F.O.B. Monrovia. Minimum quantity 25 per variety. Immediate shipment to any part of the country.

	EACH
<i>Chamaelaucium ciliatum</i>	17 1/2c
<i>Erica melanthera rosea</i>	15c
<i>Eriobotrya japonica</i>	12c
<i>Eucalyptus rostrata</i>	10c
<i>Euonymus Silver Queen</i>	12c
<i>Fraxinus uhdei</i>	15c
<i>Hydrangea hortensis</i>	15c
<i>Leptospermum laevigatum</i>	10c
<i>Myrsine africana</i>	12c
<i>Myrtus communis compacta</i>	12c
<i>Prunus caroliniana</i>	12c
<i>Rosemarinus officinalis</i>	12c
<i>Viburnum japonicum</i>	12c
<i>Washingtonia robusta</i>	15c

WRITE FOR OUR FREE CATALOG

monrovia
Nursery Co.



Wholesale
Only

POST OFFICE BOX 196
MONROVIA, CALIFORNIA

PACKED TO PROTECT PLANTS
AND SAVE ON FREIGHT COSTS



QUALITY OUR HOBBY . . .

WHOLESALE ONLY

ELMER ROSES California Field-grown

Trees, Bushes and Climbers, with exceptional list of varieties of Polyanthus and Floribundas. All new introductions as well as older standard varieties. This late in the season we may be out of many varieties.

Send an inquiry. We answer promptly. Catalog upon request.

"ELMER ROSES"

1142 N. SAN GABRIEL BLVD., SAN GABRIEL, CALIF.

Phone: ATLantic 2-5328

**F. A. DOERFLER & SONS NURSERY**

150 N. Lancaster Drive

SALEM, ORE.

Phone: 2-1322

FRUIT and NUT TREES

Grown and Selected especially for the retail Salesyard.

CARLTON NURSERY CO.

"Over Half a Century" — Since 1890
Forest Grove, Oregon

ATTRACTIVE CHINESE PINES

They are going rapidly, but we still have a considerable number of these beautiful conifers left for spring delivery, at the following low cash prices, F.O.B. Portland. No packing charge.

B&B sheared specimen trees, 3 times root-pruned, 24 to 30 ins. \$122.00
 B&B sheared specimen trees, 3 times root-pruned, 30 to 36 ins. 154.00
 These trees can be shipped 2000 to 4000 per car, depending on grade of trees and size of car.

These are fine, full-foliated trees; baled, wrapped and handled by experts. They are first-class, in every respect, finished specimens.

Pinus tabulaeformis (Chinese Pine)

A medium-sized conifer, native of western China. Dense foliage, which clothes even the stem and branches. Needles 2 to 4 inches long, charmingly brilliant green, soft to the touch and of soft, silky luster. The foliage is a distinctive and decidedly pleasing shade of green, and is in this respect unquestionably the finest of any conifer that we are growing. Its general effect is just right. The trees carry a fresh green foliage throughout the year, and are hardy into New England.

For extensive plantings such as highways and embankments, public grounds and parks, estates, hill-sides, memorials, windbreaks, snow and sand barriers, hedge and coast and livestock protection, this hardy pine could scarcely be surpassed.

It has been proven by test that it requires twice as much fuel to heat a home with the temperature at 32 degrees and a wind 12 miles an hour as it does to heat the same home with the wind at 3 miles an hour and temperature at 32 degrees. A good windbreak soon pays for itself in exposed situations.

The Chinese Pine combines beauty and utility. It can also be planted for protection against excessive heat.

Wire or write today.

SHERWOOD NURSERY CO.

Evergreens — Propagators and Growers — Wholesale

141 S. E. 65th Avenue

PORTLAND 16, OREGON

Also fine baled stock in *Tsuga mertensiana* (Mountain Hemlock), *Abies lasiocarpa* (Alpine Fir), *Cunninghamia lanceolata* (Chinese Fir) and other rare and choice subjects.

ROSES

During the year, watch the
 pages of the American
 Nurseryman for your best
 bet in Bare-root Roses—

WEEKS "California-grown, Quality Known"

WEEKS WHOLESALE ROSE GROWER

O. L. WEEKS



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be the consideration of nurserymen, and not a foundation planting alone. When this point was mentioned in the evening, the discussion was resolved with the thought that interesting color effects could be created in borders where they would produce a more satisfactory result.

Dr. John Cornman, of Cornell University, classified plants as either neutral and positive, positive ones being those with definite form, color or size, which should be used sparingly if at all. He conceded that classification varied with the use of the plant, but generally plants fell into one of the two categories without question. He challenged the wisdom of color photographs in catalogs picturing a plant at one spectacular period during the growing season and said that emphasis should be placed on year-around values. Buddleia, he said, should not be used in the landscape picture unless treated as an herbaceous perennial. Other values to consider are hardiness and disease resistance in the locality where they are to be employed.

Clarence Lewis, of the Long Island Agricultural and Technical Institute, was challenged for his suggestion that tall plants should be used at corners of buildings, slight accents at doorways and these connected with low-growing and neutral shrubs or ground covers. It was the opinion of some that his proposal would cause stereotypes, although it was pointed out that exposures for the planting would govern the selection of plant materials and variety could easily be gained in that way.

Dr. H. T. Skinner, of the Morris Arboretum, showed slides of many unusual plants, several of which he felt could be used more widely. The plantsmen agreed with him that many of the low-growing cotoneasters deserved more attention, but questioned his suggestion of using the Norway maple variety Crimson King. Amorpha canescens was pictured and recommended itself to many. Several persons suggested that nurserymen increase the variety of plants they offer, and, after several wholesalers noted the financial hazard this could become, the suggestion was modified to setting aside a small section in the nursery where new plants could be cultivated and used to interest the more discriminating buyer.

Dr. Donald Welch, of the department of plant pathology, Cornell University, led the discussion of disease controls, and Dr. John Matthysse, of the department of entomology, outlined the following general spray program for pest control in landscape

plantings. He suggested oils for a general dormant treatment in March or April and cautioned against their use this year because of the summer drought and unusual winter temperatures. He recommended the use of dinotars for scale insects and aphis, and lime-sulphur for needle scales. In the early spring, DDT plus Parathion would do a good job in killing insects, including some scale crawlers. He suggested the use of a respirator when handling Parathion and said it should not be used near dwellings. DDT plus Parathion was suggested for a general spray during June and July. For soil insects ten pounds of Chlordane had been found effective. Arsenical baits are still the best available material for the control of the taxus weevil. However, he said, DDT applied aboveground when the weevils are active has given good control. Although he presented this general program, he noted that specific controls are best and in the long run less expensive. Many specific controls were requested, and he said that mountain ash borers might be controlled with DDT trunk sprays of two pounds of a wettable powder, but that the correct timing had not been determined.

SOME VIOLET SPECIES.

[Continued from page 24.]

something to do with a busy person's attitude toward a plant), but rather it self-sows so freely that I can expect to see its conspicuously large, blue-veined white flowers peeping out at me from the most unexpected corners. That freedom of self-sowing might, however, be a defect in the eyes of more fastidious gardeners. Easily satisfied, prodigious of bloom, conspicuous in size of flowers, it deserves attention.

America is full of violets, many of them little more than riffraff from the gardener's standpoint, and a few treasures. Among the latter are some of the white ones, including the lovely albino form of *V. septentrionalis*, the white (violet-tinged on reverse of its petals) *V. canadensis* and *V. rugulosa*. The last-named is, however, a ramper by means of creeping rootstocks that should be kept away from choice company. But we must hasten to other fields before our space is exhausted, for there are some more foreigners in which you may become interested after you go far among the violets.

First of all, there is a small group of high mountaineers closely related to *V. cenisia* which you will probably hear about and want. Of these I know *V. comollia* only by repute, but it

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sounds enticing. It is said to have the stoloniferous habit of *cenisia*, but its leaves are elliptical or rounded and untoothed instead of oval-scaled as the other, and its deep rose flowers (deeper than the more familiar *V. bosniaca*) are delightfully fragrant, with yellow on the reverse side. It is said to be easier to grow than *V. cenisia* under the same treatment, but of that I cannot say.

If small size of plant and flower is desirable, *V. crassifolia* from high places in the Lycian Alps would qualify for first place. I cannot deny that its tiny tufts of even tinier, fat leaves (hence the specific name, I suppose) are entrancing, but its equally tiny purple pansies are not especially attractive in my sight.

Close to the *V. crassifolia* is the Spanish version, *V. nevadensis*, though the flowers of this one are larger than in *crassifolia*, its leaves are much less hairy than in *V. cenisia* (incidentally, the hairy leaves are one of the charms of *cenisia*) and its flowers are reddish-violet with a yellow eye.

In Greece one will find another close relative of this group, known to botanists as *V. poetica* and scarcely known at all to gardeners on this side of the ocean. I have had seeds of it three or four times, all my efforts ending in one, lonely plant which persisted in a dejected state for three years before going to join its kin from other gardens who have passed on. It may be that *V. poetica* is too tender for this severe climate, though I suspect that it longed too intently for the moisture of its high alpine slopes on Mount Parnassus. Its little blue-purple pansies on 2-inch stems would warm the heart of any alpinist.

And then we reach my two favorites of the *cenisia* group, *V. dubiana* and *V. valderia*, favorites because of their comparatively easygoing habits and for their elfin beauty. The first of these comes from high up on the limestone slopes of the Alps in Lombardy, and we are not disappointed when we expect to find it preferring a limy soil in the garden. An experienced plantsman would say, after handling a plant of *V. dubiana*, that here he had a plant of sturdy constitution that would last for years; however, if my experience and that of two or three friends to whom I sent plants are sound basis for judgment, he would be disappointed by its short life. I am not fully convinced that cultural faults are entirely to blame for its short duration, either, for a friend in Austria with whom I have had a long plant correspondence tells me that it is apparently short-lived in

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nature. Be that as it may, one is well advised when he is told to keep the plant going from seeds if he would make it a permanent fixture. And, fortunately, it is easy to grow from fall-sown seeds, growing into tufts of grayish hairy leaves and producing through much of the summer lovely purple pansies. It performed well here in a limy moraine soil, shielded from the midday sun and watered from below in dry weather.

Generally speaking, American gardeners will find more joy and comfort in *V. valderia* than in any other mountain-inhabiting violet that I know, and that includes the much-vaunted *V. cenisia*, of which our present plant seems no more than a more humble cousin. Comfort comes, first of all, from its dependable character, which in turn is probably to be traced to selection of a homesite lower down the mountain sides

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(Maritime Alps) than its cousins. In the garden we find it thriving in a gravelly soil, preferably on the slightly acid side, I believe, in sun or light shade, and needing little in the way of extra moisture except in long dry periods. For that little care it will give generously of its lovely purple pansies throughout much of the summer.

A word of caution: If you ever grow this violet do not, on account of the softness of all its parts, attempt to ship it any distance. The last time I had *V. valderia*, which was about fifteen years ago, I sent plants for trial to a number of friends, and not one survived the journey despite the most careful packing. It is, therefore, I imagine, a plant for local sales.

I have been hoping there would be

room for a paragraph or two on the rare *V. pinnata* of the European Alps and its even rarer Japanese offspring, *V. p. chaerophylloides*, but these notes will have to be brief. However, it is probably just as well, for neither plant is likely to be found in seeds without careful searching. If success should crown your efforts, you would have a rather perplexing cultural problem to make them happy, something I have never been able to do in the case of *pinnata*, which is said to want cool shade, a sandy soil containing leaf mold and an abundance of moisture at the roots during the growing season. I never had the Japanese kind except once in seeds from a soldier stationed in Japan four years ago, and, unhappily, nothing came from the three plants germinated except months of worry. They seem to be foreign relatives of our own *V. pedata* and not to be compared with the latter in beauty, according to the books. If that is the case, one is probably better off without them. Thus our little saga of the violets ends on a sour note, but I hope that this article as a whole may prove helpful to the inquirer as well as many another reader of these columns.

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500 Countess of Pembroke 16.00

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500 Ellinor Vanderveen 15.00

500 Fireball 25.00

500 Jersey Boy 15.00

500 King of the Blacks 15.00

1000 Mrs. G. Le Boutilier 16.00

1000 Mrs. Marg. W. Wilson 15.00

500 Michigan White 25.00

1000 Pride of Austinburg 16.00

3000 Porthos 8.00

2,000 Red Chief 15.00

2,000 Rose Glory 15.00

2,000 Storm King 15.00

500 Sanhican's Bluebird 15.00

1000 Yellow Colossal 15.00

2,000 Yellow Glory 15.00

4,000 Mixed 8.00

Cash or C.O.D.

MONARCH PLANT FARMS

Kalamazoo 99, Mich.

REGAL LILIES.

Quality stock; F.O.B. Portland.

Per 100

4 to 5 ins. \$4.00; \$27.00 per case of 750

5 to 6 ins. 5.50; \$25.00 per case of 500

6 to 7 ins. 6.50; \$22.00 per case of 350

JOHN MESKEL & SON

Portland 20, Ore.

HARDY NORTHERN-GROWN LILY BULBS.

New, rare, scarce and unusual as well as

standard varieties.

New wholesale list now ready.

Send for your free copy.

J. HENDRIKS, Grower Portage, Mich.

50,000 DAHLIA ROOTS. We grow many

acres of standard cut flower varieties for the

trade. Write today for wholesale price list.

PAYNE DAHLIA FARMS, Route 5, Kansas

City 3, Kan.

BELGIAN IMPORTED DOUBLE BEGONIAS.

All-double, camellia-flowered; colors as follows: Red, yellow, pink, salmon, orange, copper, scarlet, rose.	Per 100
1/4 to 1 1/2-inch.....	\$ 6.00
1 1/2 to 2-inch.....	10.00
2 to 3-inch.....	15.00

Cash or C.O.D.

MONARCH PLANT FARMS

Kalamazoo 99, Mich.

CANNAS—Again we have to offer a fine selection and advise ordering early.

Yellow King Humbert.....	Per 100
President.....	4.00
Red King Humbert.....	4.00
City of Portland.....	4.00

Cash or C.O.D.

MONARCH PLANT FARMS

Kalamazoo 99, Mich.

CAMELLIAS

CAMELLIAS

Prices per 100: R.C. 6 to 8 ins. 8 to 12 ins. 12 to 18 ins.	
Alba Plena..... \$ 15.00	\$ 10.00
Chandleri Elegans..... 17.50	25.00
Debutante..... 25.00	40.00
Glen 40..... 50.00	75.00
Hermes..... 12.50	20.00
Kumasaka..... 25.00	35.00
Lady Clare..... 25.00	40.00
Lady Van Sittart..... 17.50	25.00
Laurel Leaf..... 25.00	40.00
Magnoliaeflora..... 50.00	60.00
Mathotiana (P. Dawn)..... 35.00	50.00
Pink Perfection..... 12.50	20.00
Pope Plus..... 12.50	20.00
Prof. Sargent..... 12.50	20.00
Sarah Frost..... 10.00	15.00
Sasanqua, 8 varieties..... 10.00	15.00
Many other varieties 2 1/2-in. potted Camellias at only 5¢ to 10¢ per plant higher than rooted cuttings. Write for wholesale price list of Camellia, Azalea, and many other liners.	20.00

COTTAGE HILL NURSERY

T. Kiyono, Mgr.

Rt. 4, Box 130	Mobile, Ala.
SPECIAL SALE TO MAKE MORE ROOM	
Alba Plena, Anna Frost, Brilliant, Brooklyana, Caleb Cope, Cameo Pink, Chandleri Elegans, Cliviana, Countess of Orkney, Dark Cheerful, Dixie, Elizabeth, Gloire de Nantes, Hermes, Jarvis Red, Otoine, Pink Perfection, Prof. Sargent, Sarah Frost. Rooted cuttings, 12 1/2c; 6 to 8 ins., 17 1/2c; 8 to 12 ins., 25c; 12 to 18 ins., 35c.	
Adolph Audusson, Alba Superba, C. M. Hovey, Daisakura, Duchess of Sutherland, Elephants, Gaywood, Etherton White, Firebrand, Gigantha, Glen 40, Imperial, Japanese, Lady Clare, Laurel Leaf, Nagasaki, Pink Ball, Purple Dawn, Snow Drift, Sweetiana Vera, Woodville Red. Rooted cuttings, 25c; 6 to 8 ins., 25c; 8 to 12 ins., 45c; 12 to 18 ins., 65c.	
Above priced each. Minimum order 10 of a kind. Remittance with order. Satisfaction guaranteed or return for refund. Minimum order, \$10.00.	

NATIONAL NURSERIES

Dept. A Biloxi, Miss.

CAMELLIA JAPONICA.

Only one variety, fast-growing, hardy Sacc Rose, rooted cuttings, 6 to 10 ins., wonderful root system, \$10.00 per 100, \$90.00 per 1000.

Growing outside under semishade.

No loss in transplanting. Ready now.

FORD'S NURSERY

Box 509 Magnolia, Miss.

CAMELLIA LINERS.

Before buying, write us for our new list of special low prices on Camellia liners.

FLOWERWOOD NURSERY, INC.

Rt. 1, Box 130 Mobile, Ala.

CAMELLIAS—Rooted cuttings in standard and rare varieties. Pink Perfection, etc., in liners. Write for price list.

SIMSON FLORAL GARDENS Semmes, Ala.

EVERGREENS

LINING-OUT STOCK.

Field-grown.

6 to 8 ins. \$12.50 per 100.	
8 to 12 ins. 10.00 per 100.	

Juniperus communis (English)

Juniperus communis ashfordii

Juniperus communis cracovia (Polish)

Juniperus communis depressa

Juniperus communis fastigiata (Improved Irish)

Juniperus communis hibernica (Irish)

Juniperus horizontalis (Prostrate)

Juniperus horizontalis glauca (Blue Creeper)

Juniperus horizontalis plumosa (Andorra)

Juniperus sabina (Savin)

Juniperus communis tamariifolia

Juniperus sabina Von Ehren

Juniperus virginiana kosteri

Juniperus virginiana

Cash, please. No packing charge.

BYERS' NURSERY CO.

Chase, Ala.

KALMIA LATIFOLIA—Specimen landscape plants, fully selected for density, 2 to 3 ft. \$1.00 each.

SELECTED RHODODENDRON MAXIMUM—2 to 3 ft., \$3.00 each.

WILLIAM H. JONES

Berlin Rd. Laurel Springs, N. J.

LINING-OUT LIST.

We offer the following potted liners for shipment to you in New Paper Pots at the slight added cost as per prices quoted in the first column.

Potted liners priced in the second column will be packed by the ordinary method used by most nurseries, without the added protection of paper shipping pots.

Bare-root liners and liners in Bird Vitas-Bands are also priced in the second column.

The 1000 rate applies on all orders; therefore please order in multiples of 25 or more.

(Concluded from previous column 1)

	In	Without
	paper	paper
	pots	pots
	each	each
	per	per
	1000	1000

Jasminum floridum.

6 to 6 ins., liners..... \$ 0.06

6 to 8 ins., liners..... .08

Ligustrum ovalifolium

compactum.

2 1/2-in. bands..... .10

2 1/2-in. pots..... \$ 0.12 .11

Ligustrum ionoides

compactum.

2 1/2-in. pots..... .19 .18

Magnolia grandiflora.

2 1/2-in. pots..... .10 .09

Magnolia soulangeana

2 1/2-in. pots..... .12 .11

Magnolia soulangeana nigra.

2 1/2-in. pots..... .35 .34

3-in. pots..... .40 .38

8 to 12 ins., rooted layers..... .50 .48

12 to 18 ins., rooted layers..... .60 .55

18 to 24 ins., rooted layers..... .75 .75

Magnolia liliiflora.

2 1/2-in. pots..... .35 .34

3-in. pots..... .45 .44

12 to 18 ins., rooted layers..... .50 .50

Nandina domestica.

2 1/2-in. pots..... .10 .08

2 1/2-in. pots..... .12 .10

Phillyrea latifolia

2 1/2-in. bands..... .18 .17

Jun. chinensis sylvestris.

2 1/2-in. pots..... .21 .16

Pyracantha belli.

2 1/2-in. pots..... .20 .19

Jun. chinensis viridisfolia.

2 1/2-in. pots..... .21 .16

Pyracantha yunnanensis.

2 1/2-in. pots..... .12 .11

2 1/2-in. pots..... .15 .14

Viburnum tinus.

3 to 4 ins., liners..... .05 .06

4 to 6 ins., liners..... .06 .06

Buddleia de Graffre.

10 to 12 ins., liners..... .10 .10

Foresta spectabilis.

6 to 8 ins., liners..... .06 .06

Lonicera Flaming Beauty.

4 to 6 ins., liners..... .12 .15

Kerria japonica flore-pleno.

4 to 6 ins., liners..... .05 .06

Spiraea reevesiana flore-pleno.

4 to 6 ins., liners..... .08 .10

Weigela rosea.

6 to 8 ins., liners..... .06 .06

Weigela floribunda.

2 1/2-in. pots..... .07 .07

Wistaria sinensis.

12 to 18 ins., seedlings..... .05 .05

SPECIAL NOTICE: We are not brokers.

Every plant of the millions we have for sale is actually produced and grown here in our own greenhouses, consisting of more than 150,000 sq. feet of glass situated on our own farms, which we operate ourselves to the extent of approximately 1,000 acres, including more than 200 acres in ornamental nursery stock. Seeing is believing; so we cordially invite you to come and look us over.

ROOTED CUTTINGS.

Per 100 Per 1000

Taxus baccata repandens..... \$10.50 \$100.00

Taxus brevifolia..... 8.00 75.00

Taxus cuspidata..... 6.00 50.00

Taxus media, upright..... 7.00 60.00

slow grower..... 7.50 70.00

Taxus media columnaris..... 7.00 60.00

Taxus hickl..... 7.00 60.00

Ilex crenata..... 7.00 60.00

Ilex crenata convexa..... 7.00 60.00

Juniperus pfitz..... 7.50 70.00

ONE-YEAR, IN BEDS.

Taxus brevifolia..... 12.00 110.00

Taxus cuspidata..... 11.00 100.00

Taxus cuspidata densa..... 11.00 100.00

Taxus hickl..... 11.00 100.00

TWO-YEAR, 2 1/2-in. ROSE POTS.

Taxus cuspidata..... 12.50 120.00

Ilex crenata..... 12.00 120.00

Taxus intermedia..... 12.00 110.00

FIELD-GROWN.

Taxus int. 3-yr. sheared, hy. root..... 20.00 . . .

Taxus cuspidata, 4-yr. sheared, hy. root..... 50.00 450.00

Samples on request, packing free for cash with order, 25 per cent deposit required with all orders.

LEHIGH VALLEY NURSERIES, Inc.

Bethlehem, Pa.

1745 Linden St.

POTTED LINERS—Ready for field or beds.

2 1/2-in. Azaleas, Hinodegirl, Pink Pearl, Lefidolia Alba, 15c. Buxus sempervirens and suffruticosa, 15c. Berberis sargentiana, 12 1/2c. English Ivy, 10c. Gardenia fortunei, 12 1/2c. Ilex burfordii, 3-in., 25c. Ilex canescens, 16c. Juniperus, Andorra, communis, chin. stricta, pteriana, sabina, sylvestris, von Ehren, 15c. Nandina, 10c. Raphiolepis, 12 1/2c. Thuja, bakeri, Bonita, 18c. Viburnum tinus, 18c.

BIRMINGHAM NURSERIES

Birmingham, Ala.

(Continued in next column.)

EVERGREENS—Continued

JUNIPERS.	
ADMIRABILIS, rich blue-green prostrate type, very little winter discoloration.	Per 100
5 to 9 ins. T.	\$ 18.00
12 to 15 ins. TT, 2-yr., field-grown.	45.00
ANDORRA	
6 to 9 ins. T.	18.00
12 to 15 ins. TT, 2-yr., field-grown.	45.00
CANAERTI	
grafts, 2½-in. pots.	50.00
18 to 24 ins. TT, 2-yr., field-grown.	150.00
24 to 30 ins. TT, 2-yr., field-grown.	175.00
DUUNDEE	
2½-in. pots.	50.00
18 to 24 ins. TT, 2-yr., field-grown.	150.00
24 to 30 ins. TT, 2-yr., field-grown.	175.00
GLAUCIA	
grafts, 2½-in. pots.	50.00
18 to 24 ins. TT, 2-yr., field-grown.	150.00
24 to 30 ins. TT, 2-yr., field-grown.	175.00
LOBOSA, GREEN	
grafts, 2½-in. pots.	50.00
12 to 15 ins. TT, 2-yr., field-grown.	150.00
HETZER Silver Pfitzer.	
6 to 9 ins. T.	28.00
HILL'S PYRAMIDAL	
grafts, 2½-in. pots.	50.00
18 to 24 ins. TT, 2-yr., field-grown.	150.00
24 to 30 ins. TT, 2-yr., field-grown.	175.00
KETELEER	
grafts, 2½-in. pots.	50.00
MOFFETT'S	
grafts, 2½-in. pots.	50.00
PATHFINDER	
grafts, 2½-in. pots.	50.00
PFIFFER	
6 to 9 ins. T.	20.00
PFIFFER, GOLDEN	
6 to 9 ins. T.	22.00
RYAN'S GREEN SCOPE	
grafts, 2½-in. pots.	50.00
SAVIN	
6 to 9 ins. T.	20.00
12 to 15 ins. TT, 2-yr., field-grown.	45.00
STUHR'S SILVER	
grafts, 2½-in. pots.	50.00
VIRGINIALIS, HILLBUSH	
grafts, 2½-in. pots.	50.00
15 to 18 ins. TT, 2-yr., field-grown.	150.00
VIRGINIANA, PLATTER RIVER, compact, sahib specimens. Excellent for bench balling.	
18 to 24 ins. TT, 2-yr., field-grown.	55.00
24 to 30 ins. TT, 2-yr., field-grown.	65.00
WELCH'S	
grafts, 2½-in. pots.	50.00
18 to 24 ins. TT, field-grown.	150.00
24 to 30 ins. TT, field-grown.	175.00
YORK'S BLUE SCOPE	
grafts, 2½-in. pots.	50.00
18 to 24 ins. TT, field-grown.	150.00
24 to 30 ins. TT, field-grown.	175.00
All Juniper grafts on Virginiana understock.	
BLUE SPRUCE	
KOSTER AND MOERHEIM, on Black Hills stock.	
grafts, 3-in. pots.	100.00
C.O.D. shipments must be accompanied by 25 per cent cash. Quantity discount—10 per cent on 1000 lots.	
Our 2-year, twice transplanted grafts are grown in spaced nursery rows. All our lining-out evergreens are dug bare root, potted and packed in moss. Packing and boxing at cost.	
NEBRASKA NURSERIES, Inc.	
4101 "O" St.	Lincoln 8, Neb.
SEEDLINGS FOR SPRING.	Per 100
Scotch Pine, 2-yr., 2 to 3 ins.	\$ 2.00
Scotch Pine, 2-yr., 3 to 8 ins.	4.00
Red Pine, 3-yr., 4 to 8 ins.	5.00
Red Pine, 2-yr., 2 to 5 ins.	4.00
Austrian Pine, 2-yr., 3 to 6 ins.	4.00
Austrian Pine, 2-yr., 2 to 3 ins.	2.50
White Pine, 2-yr., 2 to 3 ins.	3.00
Banka Pine, 2-yr., 3 to 6 ins.	5.00
Banka Pine, 2-yr., 5 to 16 ins.	10.00
Murha Pine, 4-yr., 4 to 8 ins.	5.00
Norway Spruce, 3-yr., 4 to 8 ins.	5.00
Norway Spruce, 2-yr., 2 to 5 ins.	4.00
White Spruce, 2-yr., 2 to 5 ins.	3.00
Norway Spruce, 2-yr., 2 to 4 ins.	2.50
Colo. Blue Spruce, 4-yr., 4 to 8 ins.	6.00
Colo. Blue Spruce, 3-yr., 2 to 4 ins.	5.00
Colo. Blue Spruce, 2-yr., 6 to 6 ins.	3.50
Green-leaved Barberry	
3-yr., 5 to 9 ins.	3.50
Arborvitae, 2-yr., 2 to 4 ins.	3.00
Arborvitae, 2-yr., 2 to 4 ins.	20.00
Cash, or 25 per cent deposit with order, balance C.O.D. 5 per cent discount on quantities of 25,000.	
SAM DIBLE NURSERY	Shelota, Pa.
TAXUS, LARGE LINERS.	
FIELD-GROWN TRANSPLANTS.	
From selected cuttings, best strain.	
Taxus canadensis capitata	Per 100 Per 1000
12 to 18 ins.	\$ 60.00
Also B&B Taxus, upright and spreading, in landscape sizes for Middle West shipment in carload lots.	
BULK'S NURSERIES, Inc., Babylon, L.I., N.Y.	
JUNIPER GRAFTS.	
Canarii, glauca and burki, on virginiana understock. Spring delivery. Terms: Cash with order earns free packing; or one-fourth cash, packing at cost, and balance at shipping time. Price, \$40.00 per 100; \$37.50 per 100 at 1000 rate. 250 take 1000 rate.	
FLORENCE NURSERY	Florence, Ky.

LINING-OUT STOCK.

Seedlings

Per 100 Per 1000

Fagus sylvatica purpurea.

8 to 10 ins. 15.00

Juniperus virginiana, 2 to 4 ins. 5.00

Laburnum anagyroides, 4 to 8 ins. 3.50

Magnolia glauca, 2 to 4 ins. 4.00

Pinus mugo, 4 to 6 ins. 5.00

Pinus mugo, 6 to 8 ins. 7.50

Pinus nigra, 2 to 6 ins. 6.00

Pinus nigra, 6 to 8 ins. 9.00

Pinus sylvestris, 4 to 6 ins. 4.00

Pinus sylvestris, 6 to 8 ins. 4.50

Thuja orientalis (understocks), 8 to 10 ins. tr. 7.50

Tsuga canadensis, 6 to 8 ins. tr. 12.00

Twice transplanted cuttings from beds.

Per 100 Per 1000

Juniperus communis hibernica. \$2.25

Juniperus communis suavis nana.

Taxus media spreading. 2.25

Taxus media hirsutifolia. 2.75

Taxus media hicksii. 2.75

Taxus media Moon's columnaris. 2.75

Taxus media ovata. 2.75

Taxus media Vermulenii. 2.75

Well established cuttings from 2½-in. pots.

Per 100 Per 1000

Andromeda japonica. \$1.75

Euonymus carrierei. 1.75

Juniperus communis hibernica. 1.75

Juniperus communis suavis nana.

Juniperus depressa plumosa. 1.75

Taxus baccata repandens. 1.75

Taxus cuspidata. 1.75

Taxus cuspidata nana. 1.75

Taxus media brownii. 1.75

Taxus media henryi. 1.75

Taxus media hicksii. 1.75

Taxus media Moon's columnaris. 1.75

Taxus media ovata. 1.75

Taxus media Vermulenii. 1.75

Thuja occidentalis globosa. 1.75

Thuja occidentalis globosa novum. 1.75

HESS NURSERIES

Mountain View, N.J.

HEAVY LINERS FOR SPRING DELIVERY.

Per 100

1000 Pyramidal Arborvitae.

12 to 15 ins. TTT. \$50.00

1000 Andorra Juniper.

12 to 15 ins. TT. 25.00

2200 Andorra Juniper.

8 to 10 ins. T. 15.00

700 Woodward Globe Arborvitae.

8 to 10 ins. TT. 30.00

650 Juniperus glauca hetzii.

12 to 15 ins. TTT. 60.00

1000 Taxus cuspidata.

9 to 12 ins. TT. 35.00

750 Ilex rotundifolia.

8 to 12 ins. TTT. 25.00

2000 Canadian Hemlock.

12 to 15 ins. T. 25.00

2000 Canadian Hemlock.

12 to 15 ins. TT. 35.00

9000 Juniperus horizontalis.

8 to 12 ins. TT. 15.00

100 Ilex convexa, 8 to 10 ins. TT. 20.00

All stock heavy, field-grown. Free packing. Cash with order, please. Ask for our complete price list. Mail us your want list for special quotation.

ARTHUR CASH NURSERY

Angola, N.Y.

LINING-OUT STOCK.

1-yr., bedded.

Per 100 Per 1000

Taxus hicksii. \$15.00

Taxus cuspidata. 15.00

Taxus hirsutifolia. 17.50

Taxus brevifolia. 20.00

Tsuga canadensis.

2-yr. tr. 4 to 6 ins. 7.00

3-yr. tr. 4 to 9 ins. 11.00

4-yr. tr. 9 to 12 ins. 16.00

Complete list of liners on request.

VERKADE'S NURSERIES

Wayne, N.J.

COLOMBO BLUE SPRUCE.

Highest-quality Liners and Finished Trees.

Bare root and B&B; packed for shipment. Seedlings, 2-0, \$26.12 per 1000.

Transplants, from \$85.50 per 1000.

Specimen Finished Trees, from 63¢ each.

Write for complete price list.

H. W. WEBER

16 Summer St. Weston 93, Mass.

BUXUS SUFFRUTICOSA—English Boxwood.

Per 100

4 to 6 ins. \$15.00

6 to 8 ins. 22.50

8 to 10 ins. 35.00

Compact plants. Virginia-grown.

GULF STREAM NURSERY, Inc.

Wachapreague, Va.

LINING-OUT STOCK.

Cherry Laurels, 2½-in. pots, \$10.00 per 100.

Cash with order. No charge for packing.

PITTMAN'S NURSERY

Magnolia, Ark.

LINERS.

Spring Delivery.

Each

Azalea Mollis, cream, branched, XX.

\$0.20

4 to 6 ins. fd.

.25

Camellia, Hermie, 2-in. pot.

.25

Camellia, Cheerful, 2½-in. pot.

.25

Daphne Odora, X.

.15

Heather Bruckenthalia, XX, 2 to 4 ins. frame.

.12

Med. White, XX, 2 to 4 ins. frame.

.17

Mrs. Maxwell, XX, 2 to 4 ins. frame.

.17

St. Katerina, XX, 2 to 4 ins. frame.

.15

Carna, X, flat.

.12

Mediterranea Hybrid, X, flat.

.10

VeVilla, X, flat.

.12

Springwood White, X, flat.

.12

Thuja woodwardi, X, frame.

.17

Thuya pyramidalis, X, frame.

.17

Viburnum burkwoodi, X, 4 to 6 ins.

.15

Lithospermum (Heavenly Blue) X, pots.

.12

F.O.B. Nursery, packed free, C.O.D.

FOUR STAR NURSERY

Hi-way 99 at No. 212th

Rt. 3, Box 3529 Edmonds, Wash.

LINERS WITH QUALITY.

The plants listed below are grown in 2½-inch rather than 2¼-inch pots. They have been growing in the pot plenty long to have a nice root growth and make transplanting most successful. These are outdoor bed-grown plants ready for sale.

.05

2000 Arborvitae Blue Spire

.017

2000 Irish Juniper

.05

2000 Kiyono Juniper

.05

2000 Vase-shaped Juniper

.12

2000 Loropetalum

.15

2000 Mahonia bealei

.15

2000 Jasminum primulinum

.05

(not potted)

.05

1000 Euonymus radicans (not potted)

.06

5000 Mimosa (not potted)

.05

VERHALEN NURSERY CO.

Scottsville, Texas

YOUR PROFITS GROW IN VERHALEN PLANTS.

LINING-OUT STOCK.

ROOTED CUTTINGS.

Each

Taxus cuspidata, 4 to 6 ins.

.08

Taxus cuspidata, 6 to 8 ins.

.10

Taxus hicksii, 6 to 10 ins.

.10

Juniperus pfitzeriana, 4 to 6 ins.

.12

Thuya occidentalis pyramidalis,

.08

4 to 6 ins.

.15

Thuya occidentalis woodwardi, 4 to 6 ins.

.08

Taxus cuspidata, 4 to 6 ins.

.17

Taxus hicksii, 6 to 8 ins.

.15

Juniperus pfitzeriana, 4 to 6 ins.

.17

Juniperus pfitzeriana, 4 to 6 ins.

.18

Thuya occidentalis pyramidalis,

.15

4 to 6 ins.

.15

Thuya occidentalis woodwardi, 4 to 6 ins.

.15

Table Mountain, 1-0, 2 to 4 ins.

.20

Scotch, 1-0, 2 to 4 ins.

.20

Terms, 2 per cent for cash with order.

JOHN G. ZELENKA

Grand Haven, Mich.

R. 2, Box 293

LINING-OUT STOCK.

Per 100

1500 Taxus cuspidata, XX, 12 ins.

heavy

.27.50

2000 Juniperus elegantissima, 2½-in. pots.

20.00

300 Juniperus pfitzeriana, XX, 9 ins.

20.00

EXTRA-HEAVY, FIELD-GROWN.

	Per 100
Thuja woodwardi, 10 to 12 ins.	\$28.00
Thuja woodwardi, 8 to 10 ins.	25.00
Taxus cuspidata, 12 to 15 ins.	30.00
Taxus cuspidata, 9 to 12 ins.	25.00
Juniperus, Andorra, 12 to 15 ins.	28.00
Juniperus, Andorra, 9 to 12 ins.	25.00
Taxus cuspidata, 12 to 15 ins., 3-in. pots	32.00
Taxus cuspidata, 9 to 12 ins.	27.00
Taxus hicksii, 12 to 15 ins., 3-in. pots.	32.00
Taxus hicksii, 9 to 12 ins., 3-in. pots.	25.00
Lombardy Poplar, 4 to 6 ft., ships.	7.00
Lombardy Poplar, 2 to 3 ft., ships.	4.00
Lombardy Poplar, 6 to 6 ft., br.	15.00

RIVERSIDE WHOLESALE NURSERY

Delbert A. Smith
R.R. 1
Upper Sandusky, Ohio

LINING-OUT STOCK.

	Per 100
Taxus hicksii, 6 to 8 ins., trans.	\$20.00
Taxus hicksii, 4 to 6 ins., trans.	16.50
Taxus hicksii, 4 to 6 ins., r.c.	10.00
Taxus brownii, 6 to 8 ins., trans.	20.00
Taxus brownii, 4 to 6 ins., trans.	16.50
Taxus Hill's Dwarf Pyr., 6 to 8 ins., trans., heavy	25.00
Taxus Hill's Dwarf Pyr., 4 to 6 ins., trans., heavy	20.00
Taxus kelseyi, 6 to 8 ins., trans.	20.00
Taxus Jefferiesii, 6 to 8 ins., trans.	20.00
Thuja, Hill's Pyr., 6 to 8 ins.	18.00
Thuja, Hill's Pyr., 4 to 6 ins.	14.00
Retinospora cippalis, 6 to 8 ins.	16.50
5 per cent discount on 1000 mixed. Packing free. Cash with order, please.	

ARTLEY'S NURSERY Montourville, Pa.

QUALITY LANDSCAPE STOCK.

SHEARED and SHAPED PLANTS. Each per 25

700 Abelia grandiflora, 2 to 3 ft., 2 to 5 canes, compact from the ground up, B&B	\$1.10
200 Pfitzer Juniper, 12 to 15 ins., B&B	1.25
200 Nandina, Extra-good, 2 or more canes, 24 to 30 ins.	1.50
75 Spiraea Anthony Waterer, 18 to 24 ins., compact, heavy	.75
200 Gardenia, 30 x 30 ins.	1.25
200 Arborvitae, Bander, 2 ft.	1.25
Many other varieties in small quantities. Prices each in lots of 25 or more per variety. Cash F.O.B. Nursery.	

WARE BROS. NURSERY P.O. Box 469 Houston, Miss.

SPRING LINING-OUT EVERGREENS.

	Per 100
Taxus cuspidata, 3-yr. 10 to 12 ins., T. \$35.00	
Taxus cusp. capitate, 3-yr.	
10 to 12 ins. T. 40.00	
Taxus Vermeulen, 3-yr. 10 to 12 ins., T. 40.00	
Taxus cusp. capitate, 2-yr., pots.	
8 to 10 ins.	25.00
Taxus cuspidata, 2-yr., pots, 8 to 10 ins.	23.00
Viburnum rhytidophyllum, 3-in. pots.	
8 to 10 ins.	35.00
Viburnum rhytidophyllum, 2 1/2-in. pots.	
6 to 8 ins.	30.00
Juniperus hetzii glauca, 2-yr.	
8 to 10 ins. T.	35.00
Juniperus hetzii glauca, 2 1/2-in. pots.	
6 to 8 ins.	25.00

STROHL'S NURSERY 1404 N. Anthony Blvd. Fort Wayne, Ind.

JUNIPER GRAFTS.

Juniperus canariensis, glauca, burki, keteleerii, Dundee, hetzii, mascula, smithii, pfitzeriana, all on virginiana understock. Spring delivery. Terms: Cash with order earns free packing or one-fourth cash, packing at cost and balance at shipping time. Price: \$40.00 per 1000, \$37.50 per 100 at thousand rate. 250 take 1000 rate. Order now, cash with order later. Shortage of good understock and good scions means grafts will be in short supply again this year. A hint to the wise is sufficient.

T. C. CRUME NURSERY & LANDSCAPING CO. Florence, Ky.

LINING-OUT STOCK.

READY NOW and LATER.

Hex crenata (Chinese Holly).	Each
2 1/2-in. pots.	.20
Abelia Edward Gouache, Pink, 3-in. pots.	.20
Euonymus, Brook, 3-in. pots.	.18
Gardenia, fortunei, 3-in. pots.	.18
Retinospora squarrosa, 3-in. pots.	
10 to 15 ins., extra-heavy	.35
Pfitzer Juniper, XX, 8 to 10 ins.	.25
Pfitzer Juniper, XX, 12 to 15 ins.	.35
Ashfordi Juniper, XX, 10 to 12 ins.	.35

WARE BROS. NURSERY P.O. Box 469 Houston, Miss.

HEMLOCKS.

Tsuga canadensis, Canadian Hemlock.	Each
2 to 4 ins....\$0.05	8 to 12 ins....\$0.20
4 to 6 ins....0.07 1/2	12 to 15 ins....0.25
6 to 8 ins....15	

Write for other bargains in liners. 5 per cent discount for cash.

BOYD NURSERY CO. McMinnville, Tenn.

PSEUDOTSUGA TAXIPOLIA DOUGLASII, Douglas Fir, 8 to 12 ins., x, transplanted, 1-yr., field-grown.

\$12.50 per 100; \$100.00 per 1000.

Cash with order, packing free.

AUGUST VORNDRAN NURSERY 1062 Ridge Rd. Webster, N. Y.

EXTRA-HEAVY SPECIMEN EVERGREENS.

Taxus brownii, 15 to 18 ins.	Each per 100
Taxus brownii, 18 to 24 ins.	\$2.75
Taxus hicksii, 18 to 24 ins.	3.75
Taxus hicksii, 24 to 30 ins.	4.00

We are proud to sell evergreens you can sell with pride. Cash, please.

THORNTON NURSERIES Conneaut Lake, Pa.

Transplanted TAXUS cuttings, 6 to 8 ins. Taxus brownii, wymani, hicksii, hatfieldii, cuspidata and intermedia, \$20.00 per 100. SINGER GARDENS Stamping Ground, Ky.

FRUIT TREES

TOP-QUALITY TREES AT OUR LOW PRICES MEAN BIG SAVINGS.

We have several hundred apple in surplus, 1-yr. whips. McIntosh, Early Harvest, Jonathan, Yellow Transparent, Winesap, Yellow Delicious, Stayman, Dbl. Red Delicious, 12 to 18 ins., 1c; 18 to 24 ins., 8c; 2 to 3 ft., 10c; 3 to 4 ft., 12c; each in 100 lots.

A few thousand June Bud Peach, ideal for liners or for retail trade. Belle of Georgia, Redhaven, Golden Jubilee, Elberta, Halehaven; 6 to 12 ins., 5c; 12 to 18 ins., 7c; 18 to 24 ins., 9c; 2 to 3 ft., 12c; 3 to 4 ft., 15c; each in 100 lots.

Several hundred Plums, 1-yr. June buds. Abundance, Burbank, Kelsey; 18 to 24 ins., 10c; 2 to 3 ft., 15c; 3 to 4 ft., 20c; each in 100 lots.

Send cash with order. No charge for packing.

GLOBE NURSERIES Box 249 McMinnville, Tenn.

PEAR TREES.

Kieffer, Douglas, Lincoln, Richard Peters, Pound, Smith's Hybrid and Patten.

	Each
2 to 3 ft.	\$.025
3 to 4 ft.	.30
4 to 5 ft.	.40
5 to 6 ft.	.65

All above budded on Calleryana rootstocks and branched.

APRICOTS.

Hungarian, Moorpark, Early Golden and Little Sam.

	Each
2 to 3 ft.	\$.025
3 to 4 ft.	.35
4 to 5 ft.	.45

All branched, large branched, 75c each. Packed.

FITZGERALD'S NURSERY, Stephenville, Texas

PEACH AND APPLE TREES.

Peach. 4 to 6 ft., 35c ea.; 3 to 4 ft., 25c ea.; 2 to 3 ft., 15c ea.

Dixigem.	Hiley Belle
Slapjee.	Belle of Georgia
Golden Jubilee.	J. H. Hale
Elberta.	Mayflower
Apple.	

4 to 6 ft., 35c ea.; 3 to 4 ft., 25c ea.

Yates.

Winesap.

Delicious, Red.

York Imperial.

Guaranteed to be of highest quality and true-to-name. Ask for special quotations on 5,000 and up. Ask for our prices on Glads, etc.

GILMORE PLANT & BULB CO. Julian, N. C.

PECAN TREES.

Pecan trees grown on our better rootstocks. Carefully hand-dug, stake-trained trees. Sure to please.

	Each	Each
2 to 3 ft.	\$1.10	\$0.90
3 to 4 ft.	1.20	1.00
4 to 5 ft.	1.40	1.30
5 to 6 ft.		

Varieties: Burkett and Stuart in 2 to 3 ft. and 3 to 4 ft. sizes only. Meyhan and Schley, all sizes. Prices F.O.B. Goldthwaite, Tex. Write for complete list of new low prices on fruit and pecan trees.

COCKRELL'S RIVERSIDE NURSERY Goldthwaite, Texas

AN OPPORTUNITY in Tane-Nashi Persimmons! Mention American Nurseryman in your order and get 1000-rate price on order of 50 and up. Our top-quality trees.

Per 100 Per 1000

2 to 3 ft.	\$55.00	\$500.00
3 to 4 ft.	70.00	650.00
4 to 5 ft.	90.00	850.00

Cash from new customers, please.

GLEN SAINT MARY NURSERIES CO. Glen Saint Mary, Fla.

APPLE TREES.

	Each per 100
3-yr. good caliper.	\$0.20
3 to 4 ft.	\$0.15
4 to 5 ft.	.25
5 to 6 ft.	.35
Red Delicious, Yellow Delicious, Jonathan, Yellow Transparent, Stayman.	.30

Red Delicious, Yellow Delicious, Jonathan, Yellow Transparent, Stayman.

BENTON COUNTY NURSERY CO., Inc. Rogers, Ark.

Grafted and budded papershell pecan trees, peach, apple, plum, fig and famous blight-proof pear trees and Concord and Niagara grapes. Write for free new catalog.

BASS PECAN CO.

The World's Largest Pecan Nursery. Lumberton, Miss.

REDUCED PRICES.

For first-quality stock.

Apple trees 3-yr. 4 to 6 ft. \$20.00 \$175.00

3-yr. 5 to 6 ft. \$25.00 \$20.00

This block of apple trees consists of about 5,000 trees, well branched and free from disease.

Chinese Chestnut trees, transplanted in the spring of 1948 to the field, 1 to 2 ft.

\$50.00 per 100; 2 to 3 ft., \$60.00 per 100; 3 to 4 ft., \$70.00 per 100; 4 to 5 ft., \$80.00 per 100. About 7,000 trees.

Free boxing and packing. If you come with your truck we will take off what it would cost us to pack.

HOME NURSERY CO. Fort Gay, W. Va.

CHERRIES

Good height—well branched.

MONTMORENCY

Size 9/16-in., 60c ea. Size 11/16-in., 70c ea.

BENTON COUNTY NURSERY CO., Inc. Rogers, Ark.

GROUND COVERS

VINCA MINOR—Hardy Myrtle (Periwinkle).

For immediate or spring delivery. Individually made up, long canes up to 18 ins.

in large clumps, 15 to 30 leads. Very thrifty, prompt shipment, \$37.00 per 1000 clumps.

Any quantity. 2 per cent cash discount if any check accompanies order.

H. C. WAUGH

736 Green St. Marietta, Ohio

EUONYMUS RADICANS VEGETUS.

Per 100 Per 1000

Strong rooted cuttings. \$18.00 \$75.00

PLANE-VIEW NURSERY Newport, R. I.

HARDY PLANTS

NEW SUMMER-FLOWERING MUMS.

Very hardy—easy to grow—clean.

Large, perfectly formed flowers from early August to frost.

Excellent for cutting and corsages.

DEAN KAY SERIES.

Rooted cuttings

Per 100 Per 1000

100 12 100

DEAN KAY IMPROVED. Rose-pink \$6.00 \$1.75 \$11.00

DEAN LADD. Reddish-bronze 6.00 1.75 11.00

MY LADY. Orange-yellow 8.00 2.25 13.00

UNIV. OF MINNESOTA VARIETIES.

BRILLIANT. Red-brilliant 6.00 1.75 11.00

BRILLIANT. Brazil-red 12.00 2.75 17.00

BUTTERBALL. Lemon-chrome 6.00 1.75 11.00

CHIPPEWA. Aster-purple 6.00 1.75 11.00

DEE DEE AHRENS. Pure white 8.00 2.25 13.00

DR. LONGLEY. NEW. Soft amaranth-pink 20.00 4.00 25.00

GLACIER. Pure white 6.00 1.75 11.00

MAROON 'N GOLD. Red and golden 6.00 1.75 11.00

MOONLIGHT. NEW. Large white 20.00 4.00 25.00

REDGOLD. Red-orange type 6.00 1.75 11.00

RADHAWK. Brazil-red 6.00 1.75 11.00

SILVER PINK. Silver-pink 12.00 2.75 17.00

HARDY PLANTS—Continued

HARDY PERENNIALS.

Strong, rooted divisions, early spring shipment. 300 at 1000 rate.

Per 100 Per 1000

Athemis Moonlight \$8.00 \$75.00

Hardy Aster

Beechwood Challenger, bright red

Mt. Everest, good white

Sunset Pink, lavender-pink

Helenum Gartenonne, golden-yellow

Polemonium Blue Pearl

Lychis viscaria floreplena

Chrysanthemum

Algonquin, early dbl. yellow

Autumn Lights, copper-bronze

Little Goblin, bronze pompon

Rust Pompon, good red

pompon

Little Goblin, bronze pompon

PLANE VIEW NURSERY Newport, R. I.

Per 1000

Delphinium Giant Pacific

Delphinium Belladonna

Delphinium Belladonna

Delphinium Wrexham

Aquilegia Mrs. Scott Elliott

Campanula, mixed colors

Carnation Grenadin Red

Dianthus barbatus

Digitalis Shirley, mixed

Gaillardia Dazzler or Burgundy

Phlox subulata, white or red

NORTH POLE NURSERY

Cornucopia, Wis.

HEAVY, 1-YR., FIELD-GROWN PLANTS.

Per 100 Per 1000

Carnation Grenadin, mixed

100 1000 \$3.00 \$27.00

Carnation Grenadin, red or pink

3.50 32.00

Carnation Grenadin, white or yellow

3.50 32.00

Canterbury Bells, mixed, single or double

3.00 ...

Canterbury Bells, mixed, double or saucer

3.50 ...

Russell Lupines, mixed

5.00 ...

NOVOTNY GARDENS Osage, Iowa

POLEMONIUM BLUE PEARL

Strong, 1-yr., field-grown, for early spring shipment. 300 at 1000 rate.

\$18.00 per 100 \$150.00 per 1000.

A very fine hardy perennial, sun or shade. Blue flowers on 15-in. stems, May and June. When finished blooming, this Polemonium resolves itself into a 6-in. tuft of dark green, fernlike foliage that gives sales appeal even when not in bloom.

PLANE VIEW NURSERY Newport, R. I.

BLEEDING HEARTS.

Per 100

Dicentra spectabilis, 3 to 5-eye

25.00

Dicentra spectabilis, 5 to 8-eye and up

35.00

Dicentra eximia, 3 to 5-eye

15.00

Dicentra eximia, 5 to 8-eye and up

20.00

J. HENDRIKS, Grower Portage, Mich.

PERENNIALS.

New and Standard Kinds.

A most modern and complete selection.

New Wholesale List now ready.

Send for your Free Copy Now.

CARROLL GARDENS

Box 15 Westminster, Md.

COLORFUL MUMS.

Strong field-grown clumps of 150 colorful hardies from our test gardens. Available now for winter propagation. Write today for descriptive price list.

RAIRIE SOUTHWEST FLORETUM

R. F. D. 1, Box 103 Fall River, Kan.

HARDY PLANTS.

Select, new and rare varieties, as well as the old timers. Choice alpines for the rock garden. Send for free wholesale list of heavy, field-grown plants.

N. A. HALLAER Webster, N. Y.

BLEEDING HEARTS.

Each

Dicentra spectabilis, 3 to 5 eyes

10.25

Dicentra spectabilis, 5 to 8 eyes

35

Well developed, field-grown roots.

CASHAR W. EVANS, Selbyville, Del.

HARDWOOD CUTTINGS

1-YR. HARDWOOD CUTTINGS.

Per 100

300 Ampelopsis quinquefolia,

6 to 18 ins.

44.00

300 Ampelopsis engelmanni, 6 to 18 ins.

4.00

100 Cornus amomum, 12 to 18 ins.

4.00

100 Cornus stolonifera, 12 to 18 ins.

4.00

200 Lonicera tatarica rosea,

12 to 18 ins.

5.00

200 Lonicera xylosteum, 12 to 18 ins.

5.00

400 Philadelphus coronarius,

12 to 18 ins.

4.00

200 Philadelphus grand., 12 to 18 ins.

4.00

100 Philadelphus L. Albatre,

12 to 24 ins.

4.00

100 Philadelphus L. Glacier,

12 to 24 ins.

4.00

100 Philadelphus Bouquet Blanc,

12 to 24 ins.

4.00

100 Rosa multiflora, 2 to 3 ft.

4.00

200 Syringa persica, 12 to 15 ins.

10.00

110 Salix caprea, 2 to 4 ft.

4.00

90 Salix caprea, 4 to 6 ft.

6.00

80 Salix vitellina, 4 to 6 ft.

6.00

HARDWOOD CUTTINGS

1000 rate, 1/2c each less.

ADAMS NURSERY, Inc.

P. O. Westfield, Mass.

HARDWOOD CUTTINGS.

From Hardy Northern-grown Shrubs and Trees. Delivery now. From our own plantings and blocks checked yearly for accuracy. Cut 7 inches.

Per 1000

Aronia melanocarpa

paniculata

4.00

sibirica

4.00

lutea (yellow bark)

6.00

amomum

4.00

Forsythia intermedia

3.00

Accanthus

3.00

Elder, Golden

6.00

Cutleaf

4.00

Red-berry

5.00

canadensis

3.00

Hydrangea P.G.

5.00

Hydrangea A.G.

5.00

Privet, Amur

3.00

Regel (true)

3.00

Ibota

3.00

Honeysuckle, morrowi

3.00

bella albida

3.00

bella rosea

3.00

tar rosea

3.00

karolkowii

4.00

zabelii

5.00

syringarhiza

5.00

maackii

4.00

Diervilla trifida

4.00

Philadelphus grandiflorus

3.00

Mt. Blanc

3.00

Bouquet Blanc

3.00

lemoinei

5.00

Physocarpus opul. aureus

2.00

Physocarpus opul. nanus

2.00

Sorbus aucuparia

3.00

freebœi

3.00

thunbergii

3.00

vanhouttei

3.00

trichocarpa

3.00

Snowberry, White

3.00

Lilac, rothomagensis

5.00

Viburnum dentatum

4.00

Poplar, Lombardy

3.00

Willow, Nobe

3.00

Wisconsin

3.00

Pussy

3.00

Packed free. Cash with order, please. Delivery in good time guaranteed.

THE SCOTCH GROVE NURSERY

Scotch Grove, Iowa

4221 Grand Ave.

Fort Smith, Ark.

ROSEBUSHES.

GENUINE AMUR RIVER NORTH PRIMROSE CUTTINGS

— from proven "Mother Blocks" as hand-sorted, same grade as we use so must be correct. 5,000 for \$11.25.

Cash packing free

ALTA VISTA NURSERIES, Davenport, Iowa

PFITZER JUNIPER CUTTINGS

6 to 10 ins., long, not trimmed. Well packed, \$10.00 per 1000. Cash with order.

KRONE'S FLOWER SHOP

23 Rue de Beggen

Dommeldange Luxembourg

ROSES—Ready for immediate or later delivery. Fine assortment of northern-grown roses, all carefully graded and packed. Never grew a finer, healthier crop. Quality is our first consideration. Mentor is near Cleveland, most centrally located for the central states, and close to eastern territory. Save long-distance freight charges and shipping risks. Your inquiries will have our prompt attention.

GERARD K. KLYN, Inc., Mentor, Ohio

Largest Grower of Northern-grown Roses

in the Central States.

ROSES.

Winter shipments scheduled now. Have you reserved your share of outstanding

vigorous and protected stock, or will you wait for distress roses suffering heel-hardy havoc to be offered? Contracting 1950-51 production. Get your field-fresh and freeze-free. Come to the source.

ARP NURSERY CO.

Box 867

Tyler, Tex.

ROSES.

See our display ad on Roses, page 59 of this issue.

OZARKS PLANT FARMS, Inc.

Seminole Drive

Springfield, Mo.

MULTIFLORA JAPONICA ROSE STOCK.

Rooted cuttings carefully graded for bud-

ing stock. \$35.00 per 1000; \$30.00 per 10,000.

Can also be used for hedge planting.

GERARD K. KLYN, Inc., Mentor, Ohio

ROSES.

Well rooted, de-eyed Manetti.

6 to 9 and 9 to 12 mm.

PETER J. BOOY ROSE NURSERY

San Jacinto, Calif.

ROSEBUSHES.

Just a few of the best out of Texas, and that is not bragging either. You will notice that we did not jack up the price just because there was a short crop. The early bird, you know—need we say more?

CLIMBERS.

Tallman

Paul's Scarlet

Golden Dawn

McGredy's Yellow

Caledonia

Golden Ophelia

Edie S. duPont

Pink Radiance

K. A. Vitoria

Red American Beauty

TWO-TONE.

Tallman

Golden Charm

Golden Dawn

McGredy's Yellow

Edie S. duPont

Pink Radiance

Caledonia

Golden Salmon (yellow)

Edie S. duPont

Golden Salmon (white)

K. A. Vitoria (white)

SEEDS

FRESH 1949 CROP SEEDS.		Per lb.
Longleaf Pine, <i>Pinus palustris</i>	\$.30	
Slash Pine, <i>Pinus caribaea</i>	5.00	
Chinquapin, <i>Castanea pumila</i>	1.50	
Ilex glabra, smooth-leaved Holly.....	.75	
Ilex vomitoria, Yaupon.....	1.50	
Juglans cordiformis, Jap. Walnut.....	.60	
Corus horrida, White Dogwood.....	.15	
Pecan, small.....	.25	
STOVAL NURSERY	Leakesville, Miss.	

EVERGREEN SEEDS.		Per lb.
Picea pungens glauca, from select trees.....	\$.85	
Pseudotsuga douglasii.....	8.00	
Abies lasiocarpa.....	5.50	
Abies concolor.....	4.00	
Pinus aristata.....	7.75	
UPTON GARDENS Inc.	120 W. Caramillo St. Colorado Springs, Colo.	

FRESH COLLECTED, 1949 CROP.		Per lb.
Cornus florida, dried berries.....	.075	
Viburnum dentatum, dried berries.....	.75	
Ilex opaca, fresh seed berries.....	.65	
Ilex opaca, clean seeds.....	3.00	
WILLIAM J. WRIGHT	Bridgeton, N. J.	

FROM 1949 CROP.		Per lb.
Halesia tetrapetala (Carolina Silverbell), $\frac{1}{4}$ -lb., 70c; 1 lb., \$2.00.		
Symplocos paniculata (Turquoiseberry), $\frac{1}{4}$ -lb., \$1.10; 1 lb., \$3.00.		
Prepaid in U. S.		
PEEKSKILL NURSERY	Shrub Oak, N. Y.	

NANDINA BERRIES.		Per lb.
Well matured, January-gathered, fresh, red Nandina berries. No stems or chaff, \$1.90 per lb. Cash, please.		
KENHAVEN GARDENS		
Rt. 1, Box 32	Rogers, Ark.	

SHRUBS AND TREES		Per 100
BALTIC IVY		
Out of flats, T.....	\$ 16.00	
2 $\frac{1}{2}$ -in. pots.....	20.00	
EUONYMUS PATERNS		
6 to 9 ins., T.....	10.00	
LILAC, PERSIAN		
2 to 3 ft.....	35.00	
PLUM, NATIVE		
2/16 to 3/16-in.....	30.00	
PRIVET, AMUR RIVER NORTH		
12 to 18 ins.....	5.00	
PRIVET, REGAL		
3 to 18 ins.....	18.00	
PYRACANTHA LALANDI		
Out of flats, T.....	20.00	
WILD GRAPE		
15 to 18 ins.....	3.50	
HACKBERRY		
3 to 4 ft., T.....	40.00	
4 to 5 ft., T.....	60.00	
OAK, PIN		
3 to 4 ft.....	60.00	
8 to 10 ft., TT.....	300.00	
1 $\frac{1}{2}$ to 2 $\frac{1}{2}$ to 3 $\frac{1}{2}$ -in. T.....	375.00	
POLYCARP LOMBARDY		
3 to 4 ft., 1-yr.....	7.50	
4 to 5 ft., 1-yr.....	9.00	
4 to 5 ft., 2-yr, well branched.....	20.00	
5 to 6 ft., 2-yr, well branched.....	25.00	
6 to 8 ft., 2-yr, well branched.....	35.00	
WALNUT, BLACK		
4 to 5 ft.....	10.00	
5 to 6 ft.....	15.00	
C.O.D. shipments must be accompanied by 25 per cent cash. Packing and boxing at cost, NEBRASKA NURSERIES, Inc.		
4818 "O" St.	Lincoln 8, Neb.	

NURSERY-GROWN STOCK.		Per 100 Per 1000
Cornus florida.		
White Flowering Dogwood.		
6 to 12 ins., s.....	\$ 2.50	\$ 20.00
12 to 18 ins., s.....	3.50	30.00
18 to 24 ins., s.....	4.50	40.00
2 to 3 ft., br.....	\$ 0.20 ea.	
3 to 4 ft., br.....	.25 ea.	
Ligustrum sinense.		
Amur River South Privet.		
6 to 12 ins., s.....	4.50	
12 to 18 ins., s.....	6.00	
18 to 24 ins., s.....	10.00	
Juniperus virginiana.		
Red Cedar.		
6 to 9 ins., tr., x.....	5.00	40.00
9 to 12 ins., tr., x.....	6.00	50.00
15 to 18 ins., tr., x.....	7.00	60.00
All stock below is first-quality, collected stock.		
Tsuga canadensis.		
Canadian Hemlock.		
4 to 8 ins., s.....	2.00	15.00
8 to 12 ins., s.....	3.00	25.00
12 to 18 ins., s.....	4.50	40.00
18 to 24 ins., s.....	6.00	55.00
Ilex opaca, American Holly.		
Kalmia latifolia, Mountain Laurel.		
Rhododendron maximum, Rosebay Rhodo.		
4 to 8 ins., s.....	2.50	20.00
8 to 12 ins., s.....	3.50	30.00
12 to 18 ins., s.....	5.00	45.00
18 to 24 ins., s.....	7.00	65.00
CUMBERLAND PLATEAU NURSERY		
York Route	Crossville, Tenn.	

See our classified ad under Evergreens in this issue.

T. G. OWEN & SON, Inc.
Columbus, Miss.

OUR STOCK IS TRUE-TO-NAME
AND TOP-QUALITY.

HEDGE PLANTS.		Strong, 1-yr., field-grown plants.
California Privet		Per 1000
Grafting size		\$10.00
6 to 12 ins., 2 br.		25.00
12 to 18 ins., 2 br.		15.00
12 to 18 ins., 3 br.		25.00
18 to 24 ins., 2 br.		30.00
18 to 24 ins., 3 br.		30.00
18 to 24 ins., 3 br. and up.		40.00
Row-run, as they are pruned.		25.00
5 per cent discount for cash with order.		
Our new catalog mailed on request.		
BOYD NURSERY CO.		
P.O. Drawer 71	McMinnville, Tenn.	

JUNIPERUS HETZI.		Each
1-yr. 5 to 8 ins.		\$0.12
1-yr. 8 to 12 ins.		.20
LINING-OUT		
12 to 18 ins.		.05
18 to 24 ins.		.15
2 to 3 ft.		.20
PHILADELPHUS VIRGINIANUS.		.25
LINING-OUT		
12 to 18 ins.		.10
18 to 24 ins.		.20
18 to 24 ins.		.30
BALCOM NURSERY		Kokomo, Ind.

RUSSIAN OLIVE SEEDLINGS.		Per 1000
6 to 12 ins., 1-yr.		\$10.80
12 to 18 ins., 1-yr.		16.80
18 to 24 ins., 1-yr.		24.00
2 to 3 ft., 1-yr.		35.00
Chinese Elm Seedlings.		
12 to 18 ins., 1-yr.		.80
18 to 24 ins., 1-yr.		12.00
FRANK MILLER NURSERY		
R.R. 1	Manhattan, Kan.	

CHINESE ELM TREES.		Per 10
Good, straight, Western-grown elm trees.		
8 ft. and better.....		\$12.50
VERHALEN NURSERY CO.		
1114 So. Beckley	Dallas, Tex.	

Your Profits Grow in Verhalen Plants.		Per 1000
VERHALEN NURSERY CO.		
1114 So. Beckley	Dallas, Tex.	
Your Profits Grow in Verhalen Plants.		

BARBERRY LINERS, for spring delivery.		Per 100 Per 1000
Thunbergi (green-leaved),		
2-yr. adigs., 6 to 9 ins.....	\$ 2.00	\$15.00
2-yr. adigs., 9 to 12 ins.....	3.00	25.00
2-yr. adigs., 12 to 18 ins.....	5.00	45.00
BARBERRY, FINISHED STOCK.		
Thunbergi (green-leaved),		
3-yr. trans., 18 to 24 ins.....	17.50	
Thun. atropurp. (red-leaved),		
4-yr. trans., 18 to 24 ins.....	25.00	
NYVELDTS NURSERY		
313 Willetts Ave.	New London, Conn.	

PINK DOGWOOD.		Per 1000
30 to 36 ins., B.R.		\$1.75 each
24 to 30 ins., B.R.		1.40 each
18 to 24 ins., B.R.		1.00 each
PINK DOGWOOD, liners, dormant, budded		
fall of 1949, 25 each.		
WHITE DOGWOOD.		
3 to 4 ft., B.R.		.60 each
2 to 3 ft., B.R.		.40 each
IKE HAWKERSHAW NURSERY		
Winchester, Tenn.		

TAXODIUM DISTICHUM		We can furnish this scarce and beautiful tree in sizes 3 to 4 ft. and up to 7 ft., B&B. Our plants are bushy and straight.
ACER SACCHARUM		
10 to 12 ins., XX.....		\$40.00
8 to 10 ins., XX.....		30.00
6 to 8 ins., XX.....		26.00
ELWOOD HUBBS		
204 Delaware Ave.	Palmyra, N. J.	

CHINESE ELMS.		Per 100 Per 1000
3 to 4 ft.		\$5.50
2 to 3 ft.		3.00
18 to 24 ins.		2.00
18 to 24 ins.		1.75
6 to 12 ins.		1.50
6 to 12 ins.		1.20
CLINTON NURSERY & GHSE.	Clinton, Okla.	

BIOTA COMPACTA.		Dark green, fast-growing, compact arborvitae. Well rooted plants, ready for field, 6 to 8 ins., 10 ea.
GOLDEN LIGustrum SINENSE		
6 to 12 ins., 10 ea.		
Cash, please.		
KENHAVEN GARDENS		
Rt. 1, Box 32	Rogers, Ark.	

SOME SURPLUS HYBRIDS.		Cross of Chinese and American Elms. Grows as fast as Chinese; makes better tree, 6 to 8 ft., good caliper, 50c each in lots of 10 or more.
THE HARRIS GARDENS		
Enterprise, Kan.		
BLAN NURSERIES		
Fort Smith, Ark.		

Evergreens, Ornamental Shrubs and Trees.		40 varieties. Lining-out and finished stock. List free.
The PEQUOT NURSERIES		
Braintree, Mass.		

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ORNAMENTAL TREES.
Hard Maples, American Elms, Sycamores.
4 to 6 ft., 35c ea.; 6 to 8 ft., 60c ea.;
8 to 10 ft., 90c ea.; 10 to 12 ft., \$1.15 ea.
BENTON COUNTY NURSERY CO., Inc.
Rogers, Ark.

CHINESE ELM SEEDLINGS.
Per 100 Per 100
2 to 3 ft. \$12.50 3 to 4 ft. \$15.00
4 to 5 ft. 20.00 5 to 6 ft. 25.00
6 to 8 ft. 50.00

BLUE RIDGE GARDENS
Route 4 Roanoke, Va.

MAGNOLIA GRANDIFLORA SEEDLINGS, 2 to 5 ins., 1-yr. stock, field bed-grown, partial shade, \$65.00 per 1000. 250 to 1000 rate. Care packing free. Shipment now until about April 10.
HARWELL NURSERY Van Buren, Ark.

PUSY WILLOW CLUMPS.
5 to 6 ft.
\$75.00 per 100. F.O.B. Monroe, Mich.
GARDEN CENTER NURSERY SALES
1600 N. Monroe Monroe, Mich.

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WHOLESALE PRICE LIST—1950.
VEGETABLE PLANTS.

Plant variety Date Ready Per 1000
Cabbage Now \$1.25
Collard Now 1.25
Onion Now 1.00
Lettuce Now 2.50
Broccoli Now 2.50
Cauliflower Now 5.00
Pepper April 15 3.00
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All above prices F.O.B. Albany.
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Large, fresh plants. Prompt shipment.
Write or Wire.

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Box 946

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GRAPEVINES.
Concord, 2-yr. No. 1, \$45.00 per 1000.
BENTON COUNTY NURSERY CO., Inc.
Rogers, Ark.

MISCELLANEOUS

Rhododendron hybrid seedlings. Per 100
4 to 6 ins. \$25.00
6 to 8 ins. 35.00

Azalea occidentalis, 8 to 12 ins. 35.00
Azalea Alta Clarence, 4 to 6 ins. 25.00
Azalea schlippenbachii, 4 to 6 ins. 25.00

Phlox, named, liners, \$100.00 per 1000.
Trollius 20.00
Primrose, white 20.00
Primrose, polyanthus 15.00

Bleeding Heart at nursery 25.00
Heather, mediterranea and conn. (red) 50.00

Also many choice perennials at 17c.

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3 1/2 x 1 1/2 ins., notched, not wired. \$2.50 \$3.00

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5 1/2 ins. (cartons 1000 each) 3.30 3.80

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Priced per carton.

8 1/2 ins. (cartons 500 each) 2.50 3.00

10 1/2 ins. (cartons 500 each) 3.00 3.50

GARDEN STAKES.
Priced per carton.

8 1/2 ins. (cartons 500 each) 2.00 2.25

10 1/2 ins. (cartons 250 each) 2.25 2.50

12 1/2 ins. (cartons 100 each) 1.50 1.75

Our labels are perfectly white and smooth

on both sides and are pronounced by growers

the best and most economical.

YOHO & HOOKER Youngstown, 2, Ohio

Made from a good grade of Southern Yellow Pine, since Cypress is not available. Standard specifications, inside measurements.

KNOCK-DOWN FLATS.

16x12x2 1/2 \$18.82 per 100

16x14x3 1/2 24.56 per 100

20x14x2 1/2 28.68 per 100

22 1/2 x 15x2 1/2 28.14 per 100

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We make mixed shipments of flats, plant

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E 150 1500 110 1- 500 ft. 48.93
F 300 3000 110 2- 1000 ft. 76.30

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12x16x2 1/2 \$16.24 per 100
14x20x2 1/2 20.00 per 100
14x20x3 1/2 23.00 per 100

Other sizes quoted on request. Also crating and other lumber. Aspen and Pine. F.O.B. Cook, Minn. Please attach check.

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PEAT MOSS.

Highest-quality acid sphagnum peat moss weighing about 8 lbs per loose bushel. 120-lb. hydraulic-compressed bales. \$3.25 each; 10 or more bales, \$3.00 each. Large burlap half-bale bags, \$1.60 each; 10 or more, \$1.50 each.

COLBY PIONEER PEAT CO., Inc. Hanlontown, Iowa

HARDWOOD CUTTING MACHINES.

Save time, save labor, save money. Use Wilson's Hardwood Cutting Machine to make up your cuttings. Cutting blades made of best steel, sharpened and will keep a keen cutting edge. Details on request.

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BLACK MAGIC PEAT MOSS.

Mixed with soil for potting plants. Aerates, lightens soil and holds moisture. Keeps plants flourishing.

90c per bu., 10 bu. for \$7.50. F.O.B. Rogers, Ark.

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WISCONSIN'S QUALITY SPHAGNUM MOSS.

Clean, long-fibered, solidly packed in burlap or wire-bound bales of standard size, direct from drying beds. None better.

Trucked when feasible.

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24-in. blade will mount on International H or M. New condition, \$150.00.
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And Watch Sales Climb.

WANTED

WANTED.
500 Assorted Roses, No. 1. 5000 Scotch Pine, 10 to 12, and 12 to 18 ins., trans.

500 Apple, 9/16 and 11/16-in.
100 Pear, Bartlett and Bosc, 11/16-in.
100 Cherry, Montmorency, 11/16-in.

100 Peach, 11/16-in.
50 Norway Maple, 10 to 12 ft., branched.
200 Euonymus alatus, 18 to 24 ins., and 2 to 3 ft., bare root.

200 Euonymus vegetus, 12 to 15, 15 to 18, 18 to 21 ins., bare root or R.B.
100 Magnolia stellata, 18 to 24 ins., 2 to 3 and 3 to 4 ft.

500 Spreading Yew, 10 to 12 and 12 to 15 ins., B.B.
200 Upright Yew, 15 to 18 and 18 to 24 ins., and 2 to 2 1/2 ft., B.B.

100 Dundee Juniper, 18 to 24 ins., and 2 to 3 and 3 to 4 ft., B.B.
100 Mugho Pine, 12 to 15 and 15 to 18 ins., B.B.

Send surplus list.
L. E. STONE & CO., Inc. P.O. Box 516 Bensenville, Ill.

I need the following liners for spring delivery. If you cannot quote the whole list, please quote on the separate items you can furnish.

200 Persia borbonia (Red Bay)
300 Willow Oak
300 Aronia arbutifolia
300 Quercus virginiana
500 Cornus florida
300 Pin Oak
200 Ginkgo biloba
200 Celastrus scandens
300 Ilex canescens (Yaupon)

WALTER E. CAMPBELL Horticulturist and Landscape Contractor 695 Percy St. Greensboro, N. C.

WANTED FOR SPRING.

2000 Pfitzer Juniper liners, 8 to 18 ins.
1000 Cutleaf Weeping Birch, 6 to 18 ins.

1000 Taxus cuspidata, sp., 10 to 18 ins.
Grafts of Koster and Moorhouse spruces and other evergreens. Also landscape size nursery stock. Mail price list to:

EVERGREEN NURSERY Farmington, Mich.

ROUTE 4 QUOTATIONS WANTED.

Viburnum dentatum, grafting size or strong 2-yr. seedlings.

Viburnum lantana, grafting size or strong 2-yr. seedlings.

Norway Spruce, grafting size.

Please quote what you can supply per 1000.

C. HOOGENDOORN Newport, R. I.

Turner Road

WANTED.

Liners of good varieties for growing on. Also heavy liners of Ilex and Taxus, spreading.

TERMS: Cash.

ELWOOD HUBBS 204 Delaware Ave. Palmyra, N. J.

ADVICE WANTED.

The organizers of a new landscape nursery and garden store invite correspondence from potential suppliers. Everything except the land (paid for) is needed.

ABELIA L. N. Box 3542 Akron 10, Ohio

WANTED.

10,000 each, Canadian Hemlock, 6 to 12-in. transplants, and Colorado Blue Spruce, 4 to 8-in. transplants.

SUNCREST EVERGREEN NURSERIES Box 643 Johnstown, Pa.

NURSERY STOCK WANTED.

Juniperus squamata.

Sizes, 12 ins. and up.

THE PETER CASCIO NURSERY 2600 Albany Ave. West Hartford 7, Conn.

CHICAGO MEETING.

[Continued from page 8.]

Howland, garden editor of House Beautiful magazine, New York. He presented the same slides and generally the same comments as at the New York meeting earlier in the month, reported on another page of this issue. In the rear of the hall he had put on display charts published by the American Institute of Architects which indicated month by month through the year the sunlight, precipitation and other climatic factors in various localities, such as New York, Chicago, Columbus, O., etc. Reprints will be available through his magazine at 50 cents per copy as they are subsequently published.

J. E. Duffield, of the Associated Employers of Illinois, Chicago, gave a short talk on the importance of businessmen's taking interest in their local, state and federal government.

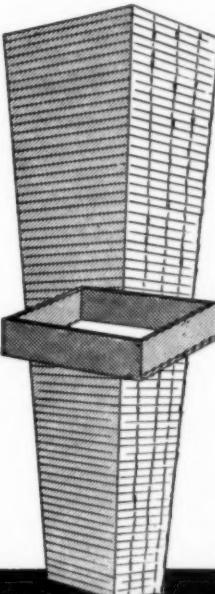
"Our Changing World" was the title of a motion picture given its premier showing to close the afternoon program. It was a lengthy time-lapse film by John Nash Ott, Jr., showing the development of forms of plant life from the beginning stages on the earth to successively higher forms. The effects of geological phenomena on the plants' development were shown, and the sound reel provided the commentator's explanation of the changes.

The luncheon address January 19, "Action Is Power," was delivered by Howard Wilson, of Ruthrauff & Ryan, Inc., Chicago. Trained in salesmanship and an expert in training salesmen, Mr. Wilson developed his theme in an inspirational manner. He dwelt on the possibilities of increasing business volume by the power of an idea and the training of salesmen to put that idea into action.

Business Session.

Thursday morning, January 19, was held the business meeting of the Illinois State Nurserymen's Association, at which the officers and directors were reelected as noted above. The treasurer's report showed receipts in the past year of \$6,586.50 and disbursements of \$5,281.07, with a balance at the year end of \$8,078.97 besides \$1,336.77 in the special fund. Secretary Bryant reported a gain of ten members during the year, to a total of 191 active and associate paying members.

Reports of standing committees included that of Victor E. de St. Aubin on exhibits. This year for the first time the association had provided space for exhibits of equipment and



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Heart Redwood or
Heart Cypress Glass
Bar—1-3/8" x 2-1/4".

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For soil sterilization,
bleaching celery,
covering plant roots,
and for winter stor-
age. Roll 13-1/2" x
100'. Also 3'
to 7' width.

Heart Cypress and
Redwood Bench Lum-
ber for immediate
shipment. 1" x 6" and
1" x 8" sides and
ends, 2" x 4" joists
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For most species of borers on de-
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measure. Used by leading tree com-
panies.

CRYSTAL NO-DRI

A scientific wax emulsion. Can be
applied with spray equipment. Retards
and reduces loss of moisture. Permits
transplanting out of season.

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8. Methods of Growing and Propagating Plants
9. Rules for Plant Identification
10. Selection of Plants for Landscape Use
11. Foundation and Border Plants
12. Foundation Planting Problems
13. Vegetable Gardening
14. The Rose—Rose Culture
15. Propagation of Plants by Cuttings
16. How to Make Drawings that Secure Jobs
17. How to Grade, Drain and Shape the Grounds
18. Lawns—Installation—Maintenance
19. Walks, Roads and Pavements
20. Use of Garden Features and How to Build Them
21. Flower Borders and Rock Gardens
22. Garden Pools—Geometric—Informal
23. Fertilizers—Soil Preparation
24. The Formal Garden
25. The Formal Garden Plan
26. Pruning—How and When to Do It
27. Transplanting Operations
28. Landscape Maintenance
29. Public Grounds—Design
30. Surveying—Scale—Orientation
31. Surveying—Plane Table Method
32. Surveying—Transverse Method
33. Surveying—Mathematics—Tables
34. Tree Surgery
35. Budding and Grafting
36. Sprinkler Systems
37. How to Conduct Your Business
38. Economics of Garden Planning
39. Beauty—What It Is
40. Elements of a Successful Garden
41. Texture of Plants and Materials
42. Design and Planting Analysis Problem 1
43. Design and Planting Analysis Problem 2
44. Design and Planting Analysis Problem 3
45. Design and Planting Analysis Problem 4
46. Design and Planting Analysis Problem 5
47. Design and Planting Analysis Problem 6
48. Design and Planting Analysis Problem 7
49. Design and Planting Analysis Problem 8
50. Final Problem—Landscape Design

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VETERAN NONVETERAN

supplies, since nursery stock would have to be treated before display in the hotel. Fifteen exhibitors filled the room provided, and four late-comers found no space available. Over twenty reservations were made for exhibits next year.

Elmer Spencer read the resolutions on the nine members deceased during the past year. H. B. Hartline read a resolution asking federal funds for research on oak wilt. Secretary Bryant said it was probable that Dr. T. M. Bretz, of Missouri, would be assigned to this work.

Ronald R. Cultra, chairman of the committee on planting of public highways and buildings, read letters from the heads of state departments as to their plans for such planting.

A. A. N. Chapter.

The Illinois chapter of the American Association of Nurserymen held a brief meeting, at which officers were reelected, including Roy Clavey as president, Victor E. de St. Aubin as vice-president and Miles W. Bryant as secretary. William Hagen and William McReynolds were elected as additional members of the executive committee. This committee selects delegates and alternates for the national convention in July.

Trade Exhibits.

In a room on the mezzanine opposite the meeting room were located booths of exhibitors whose displays covered a wide variety of equipment and supplies for nurserymen. Since fire prevention regulations prevent the display of nursery stock, only two nursery firms were represented, D. Hill Nursery Co., Dundee, Ill., with a booth used as headquarters for its representatives, and Old Orchards Gardens, Webster Groves, Mo., with color picture displays of the bulbs it sells and also a line of spray materials and ornamental iron pieces. Several exhibitors showed color motion pictures of their products in operation, among them the DoAll Co., Des Plaines, Ill., of its new Continental tree mover; Victor Friday, Coloma, Mich., of his self-propelled, high-clearance, 4-row sprayer, and Gray, Inc., River Forest, Ill., of its asphalt-paper, wire-frame plant containers. The Agricultural Engineering Co., Minneapolis, Minn., showed its Tek-tel Conservation, a new hand tool for cultivating soil; J-M Trading Co., Chicago, peat moss; Schwarz Paper Co., Chicago, waterproof wrapping paper and cordage; Armour Fertilizer Works, Chicago, plant and lawn food; Ariens Co., Brillion, Wis., its new Gardeneer garden tractor; Ross Daniels Co., Des

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Francis A. Robinson, president, is a partner of Robinson & Parnham, member of American Association of Nurserymen; in active professional landscape practice for 39 years.

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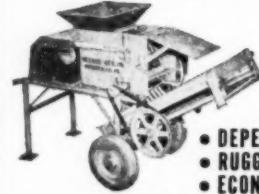
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Contains all needed plant foods in just right proportions to stimulate season-long growth of greener lawns, healthier trees and shrubs. In 100, 50, 25, 10, 5 lb. bags.

AGRICO FOR GARDENS

Speciably formulated for greater abundance of flowers, more bloom and color—better vegetables, richer in minerals and vitamins. In 100, 50, 25, 10, 5 lb. bags.

AGRICO FOR BROAD- LEAF EVERGREENS

Prepared expressly to feed Rhododendrons, Azaleas and other acid-loving plants—also builds up soil's acidity, essential for these plants. In 100, 50, 25, 10 lb. bags.

MANY leading Nurserymen use Special-Purpose Agrico Fertilizers exclusively—because Agrico-fed plantings have greater health and vigor. They sell Agrico to their trade, too—because customers get better results—and profits on Agrico sales help pay their own fertilizer costs and show a nice profit besides.

These three Special-Purpose Agrico Fertilizers go further, do a better job . . . more plant-feeding value per pound and per dollar. Order Agrico now—we furnish liberal supply of colorful booklets, display material, newspaper cuts, etc., to help you boost sales and profits. Write us today.

ORDER AGRICO NOW!

Order Agrico from nearest A.A.C. Sales Office, or write to

The AMERICAN AGRICULTURAL CHEMICAL Co.

50 CHURCH STREET, NEW YORK 7, N. Y.

Moines, Ia., the Ross root feeder; Premier Peat Moss Corp., New York; peat moss; Dybvig Nurseries, Inc., Colton, S. D., a new seed-cleaning machine; Mall Tool Co., complete line of saws, and George A. Davis, Chicago, pruning shears, saws and other supplies.

Convention Notes.

At the banquet, Miles W. Bryant, secretary of the Illinois State Nurserymen's Association for many years, was presented with a handsome and commodious brief case, to replace the one which obviously had been worn out with the association's work.

Arthur Palmgren, Glenview, Ill., past president of the Illinois association, came up from a month's vacation in Florida for the convention. His brother, Elmer, also a past president, planned a southern sojourn after the meeting.

Exhibited on the speakers' table was a vase of long-stemmed roses, of the new red variety Happiness, originated by Francois Meilland, grown by the Joseph H. Hill Co., Richmond Ind., and to be introduced in 1951 by the Conard-Pyle Co., West Grove, Pa.

In the rear of the meeting hall were transparencies, depicting the Augustine clm, shown by the Augustine As-

GREENHOUSES BY ROUGH BROTHERS

We can give you immediate delivery on pipe frame greenhouses. We also have over thirty skilled construction workers.

Fill out and Mail

Name _____

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Width _____ Length _____

Ht. of Eaves _____

No. of Ends _____

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Labor

Material

Please send me plans and prices at no obligation to me.

ROUGH BROS. GREENHOUSE MFRS. & BLDRS.
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We specialize in the manufacture of low-cost, high-quality Wood Labels. Supply houses which offer our labels do so at an attractive profit to themselves. Write for samples, prices and discounts. Our labels are fully guaranteed to be satisfactory.

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No. 124B—24" Special Fast-cutting Utility Saw

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Write now for details and complete catalog.

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The **BARKER** Weeder-Mulcher-Cultivator.

Saves You Time—Saves You Labor

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Squares and Rolls
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MESH COTTON NET SQUARES
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NU WAY—SOLUBLE PLANT FOOD
Formulated by G. T. Newnam
Insure Growth with the Best.
Get our prices—Write today.

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For
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Amazing results in sales, inquiries and contacts... saves time and money... very easy to use. **GEM STENCIL DUPLICATOR** is ideal for Advertising, Announcements, Notices, Labels, Forms, Price Lists—hundreds of uses for every type of business and organization. Comes complete with all supplies, instructions and 60-page Book of Ideas. **Free Trial Offer**: Try it before you buy it! Write and a **GEM OUTFIT** will be sent you postpaid. After 10 days, send only \$7.50 or return the **GEM**, no questions asked. The **GEM** must sell itself; you be the judge.

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ALUMINUM TAGS
(All-weather)

3 1/2" x 3 3/4"

- Patented cardboard backing permits easy embossing with ordinary lead pencil.
- Heavy eyelet. Copper-wired.
- \$11.50 per 1000. \$2.00 per 100.

Write for Samples.

BERRYHILL NURSERY CO.
P.O. BOX 696 SPRINGFIELD, OHIO

FERTO POTS
Made of Cow Manure
Plant eats pot. Write for booklet.
Dealers—Agents wanted

ALLEN CO. PITTSTOWN, N.J.

DUTCH BURLAP SQUARES
25,000, size 32 x 32 ins.
Reasonable.

Address Box 686, care of American Nurseryman.

ceding Elm Research Association, Inc. This narrow, upright type was observed by the late J. M. Augustine, at Normal, Ill., and is now being propagated.

An early Christmas present for the Clark Kidds, of the Arp Nursery Co., Tyler, Tex., was a daughter, Lelia, born December 20. Mr. and Mrs. Kidd also have two young sons, Sam and Dean.

Richard R. Bloss, Sneed Nursery Co., Oklahoma City, Okla., hurried home from the convention early, as an addition to the family was expected soon. Mrs. Bloss is the former Madaline Sneed, and the new grandchild will be the eighth one for J. Frank Sneed. Mr. and Mrs. Bloss have two young daughters.

President of the Siebenthaler Co., Dayton, O., Clarence O. Siebenthaler and his wife left on a Caribbean cruise to Guatemala, January 25.

A midwinter vacation to Del Ray Beach, Fla., was taken last month by Mr. and Mrs. Louis Hillenmeyer, Sr., Hillenmeyer Nurseries, Lexington, Ky. Walter Hillenmeyer and his wife had returned the preceding week after two weeks' vacation that started with attending the Orange Bowl game.

Robert, younger son of the Louis Hillenmeyer, Sr., family, recently left the insurance business at Cincinnati to join the Hillenmeyer Nurseries, Lexington, Ky.

After spending most of December in the hospital to undergo surgery, Jess Foster, Brown Deer Nurseries, Brown Deer, Wis., will vacation in Florida during February.

Having suffered a severe heart attack which hospitalized him last fall, Clay Stark, Stark Bros. Nurseries & Orchards Co., Louisiana, Mo., is recuperating in Florida.

Curtis Porterfield, A. A. N. administrative assistant, recently was admitted to the bar and may now practice law.

The name of G. A. Grundstrom was spelled incorrectly in the January 15 issue, in a news item reporting the present location of the Grundstrom Co., Inc., at 2001 Waukegan road, Glenview, Ill. Mr. Grundstrom and his brother have established their office at that address, having previously leased land from Swain Nelson Co., Glenview.

E-Z-GARDS

PROTECT YOUR EVERGREENS, SHRUBBRY, FLOWERS AND LAWN
Ornamental design adds to beauty of yard or garden.
Self-Supporting—No Stakes or Posts!
Easy to set up and just as easy to remove.
WRITE FOR LITERATURE AND DEALER PRICE LIST
BROADWAY MACHINE & MANUFACTURING CO.
SHELBYVILLE, INDIANA

IMP

(IMPetus)

THE COMMERCIAL GROWERS' CHOICE

IMP is the improved domestic fertilizer that rivals, if not excels, the leading English brands. Over 1,500 commercial growers now find IMP the proper fertilizer for their greenhouse crops. You too can see your plants perk up and bloom as never before—and get those extra profits better plants bring! Write for analysis data and full particulars—better still, try IMP now!

F.O.B. New York or Jersey City

112-lb. bags	.....	\$6.00 each
56-lb. bags	.....	3.50 each

"METAMEAL"
Slug Destroyer
Delivered Prices

2-lb. bags	.....	\$1.10 each
4-lb. bags	.....	2.00 each
8-lb. bags	.....	4.00 each
20-lb. bags	.....	9.00 each

3% Discount for CASH WITH ORDER
WHOLESALE INQUIRIES INVITED

Write for price list and literature on our grass and field seeds—lawn, golf and pasture mixtures—fertilizers and sundries.

GARFIELD WILLIAMSON, Inc.
1068 West Side Avenue JERSEY CITY 6, N.J.

HYPONeX PLANT FOOD

CLEAN—ODORLESS—SOLUBLE—POWDER

USE HYPONeX to grow bigger and better flowers and vegetables in poorer soil— even in sand, cinders or water. Excellent fertilizer for trees, shrubs, lawns and houseplants.

USE HYPONeX for top dressing, seedlings, cuttings and transplants. Produce strong root systems and stems, also more and larger flowers and fruit.

SELL HYPONeX to your customers. Nationally advertised.

1 oz. packet	.....	10c—packed 72 to case—wt. 7 lbs.
3 oz. can	.....	25c—packed 36 to case—wt. 12 lbs.
7 oz. can	.....	50c—packed 24 to case—wt. 14 lbs.
1 lb. can	.....	\$1.00—packed 12 to case—wt. 16 lbs.
10 lb. drum	.....	\$8—25 lbs. \$13—50 lbs. \$25—100 lbs. \$40

Commercial growers and dealers receive 33-1/3% discount from the above retail prices.

BUY HYPONeX from your Jobber or send \$1 for 1 lb. (makes 100 gallons). \$1 credited on first order for 1 drum or case.

HYDROPONIC CHEMICAL COMPANY, Inc.
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Send for our New Catalog

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SOIL TEST OUTFITS
Easy, Accurate, Inexpensive.

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LEONARD
PIQUA, OHIO
Knives - Shears - Pruning Tools
Nursery Spades-Grafting Supplies
WRITE FOR CATALOG

MARYLAND MEETING.

[Continued from page 17.]

on the activities of his committee which is investigating the application of this law for trucks used in nursery work. Mr. Gude stated conferences with state officials had been favorable for nurserymen, but as yet he had not obtained a written ruling. He observed, however, that he felt this would be forthcoming shortly.

There was considerable discussion relative to an appropriation made at a recent 5-day session of the Maryland legislature for direct relief to unemployed persons. The nurserymen, by resolution, petitioned the Maryland farm bureau to adopt a resolution condemning the recent action of the legislature for appropriating \$300,000 for additional relief in Maryland and also to demand a substantial reduction in the amount appropriated for relief in the next session of the legislature.

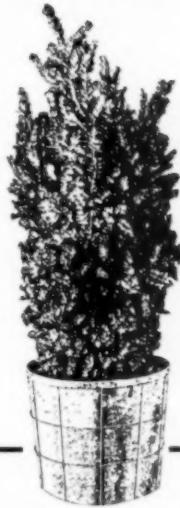
G. Hale Harrison briefly called the association's attention to the need for keeping in touch with requirements for shipping nursery stock. He noted the quarantine regulations enforced by certain states for protection against virus diseases and observed the need for nurserymen to keep in touch with the state quarantine officials for surveys and advice in producing virus-free stock. He also observed the urgency of keeping informed and up to date on special tariffs and commodity rates under which nursery stock is shipped. It is possible, he said, for rates to be changed overnight to the disadvantage of the shipper. Mr. Harrison illustrated his point by relating an unannounced change in express rates for strawberry plants moving from the Del-Mar-Va peninsula and the activity required to have the old rate reinstated.

The Maryland Nurserymen's Association is giving thought to the possibility of establishing one or more fellowships at the University of Maryland. Prof. Pardon Cornell spoke briefly on this subject, pointing out opportunities for using graduate students to study problems for which nurserymen need answers.

Mrs. Brandt Honored.

The most noteworthy event of the day took place at the banquet when Mrs. J. W. Brandt, of Upper Falls, was honored. She was the recipient of the association's 1950 certificate for professional achievement. It was disappointing to all that illness prevented Mrs. Brandt from being present personally to receive the award. Following a review of some of Mrs. Brandt's horticultural work, a short

ARE YOU READY FOR SPRING SALES with **GRAY'S PLANT SALESMAN**



Progressive nurserymen utilize their slack season by getting ready for spring. Be ready for the spring sales rush by planting trees, shrubs, evergreens and larger plants in Gray's Plant Salesman now. Eliminates unnecessary labor when time is better devoted to the SALE of your stock.

Made in three sizes of heavy asphalte paper, reinforced with spot-welded wire frame.

No.	Size	Price each
12	12-in. diam.	\$0.45
	12-in. diam., lots of 500. ....	.43
12	12-in. diam., lots of 1000. ....	.41
15	15-in. diam. ....	.74
	15-in. diam., lots of 500. ....	.72
15	15-in. diam., lots of 1000. ....	.70
18	18-in. diam. ....	.86
	18-in. diam., lots of 500. ....	.84
18	18-in. diam., lots of 1000. ....	.82

F.O.B. Chicago, Ill.

PLANT THE SALESMAN NOW. MAIL YOUR ORDER TODAY - BE PREPARED FOR SUPER SALES VOLUME IN 1950.

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RIVER FOREST, ILLINOIS

AMERICAN NURSERYMAN

NURSERYMEN
It attracts—It brings in traffic!

Sells other items as well as PLANT MARVEL!
Builds Sales, Profits and Satisfied Customers.

PLANT MARVEL

"feed as you water"

A leader in retail sales because in addition to high quality, it has EYE APPEAL. Beautiful new lithographed 1/2-lb. and 1-lb. containers. A nationally advertised product. Used and sold by leading Florists and progressive Nurserymen. Highest Analysis—12 per cent Nitrogen, 31 per cent Phos. Acid, 14 per cent Potash, plus minor elements and B.I. All water soluble. Absolutely no colloidal residue.

Write today for complete details and FREE Trial Size Package!

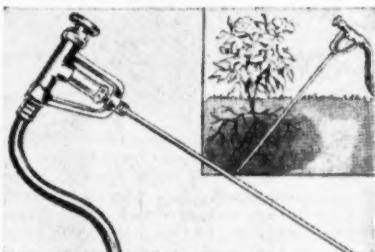


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CHICAGO 28, ILL.



ROSS ROOT FEEDER
with 12 complete plant food cartridges
now sells for \$3.50.
40% Dealers' Discount—F.O.B. Des Moines, Iowa

Get started today on this PROFITABLE ROSS ROOT FEEDER Selling Program. Write us how many free stuffers to send you.

A ROSS ROOT FEEDER FOR EVERY CUSTOMER!

Whether you sell them one evergreen, a shrub or a complete landscape job, you will want every customer to have a Ross Root Feeder to get water and plant food down to the roots.

And you might just as well be the one to sell it to them. To help you tell your customers you have the Ross Root Feeder, we will send you, without charge, as many mailing stuffers as you require.

1217 High St.

ROSS DANIELS, Inc.

Des Moines, Iowa

Please Mention AMERICAN NURSERYMAN When Writing Advertisers.

BIRD Vita-Bands

There are many instances in the culture of plants for the nursery where plant bands will fit in for economy and improvement of the plants. This is especially true for the transplanting of seedlings and cuttings. We stock all sizes and can give prompt delivery.

Vita-Band 40. Designed for long growing periods.

Vita-Band 10. For periods of approximately ten weeks.

Plant Bands	Price per 1000—Size in inches							
	1 1/2 x 1 1/2 x 2 1/2	1 3/4 x 1 3/4 x 2 1/2	2 x 2 x 2 1/2	2 x 2 x 3	2 1/2 x 2 1/2 x 3	3 x 3 x 3	4 x 4 x 3	4 x 4 x 4
Sold in units of 1000 only.								
Vita-Band 40.	...	\$4.90	\$5.40	\$5.90	\$6.95	\$8.10	...	...
Vita-Band 10.	\$3.00	3.35	3.65	4.15	4.75	5.65	\$7.35	\$8.95

Our new catalog tells all about them.

Write for your copy.

SOMERSET ROSE NURSERY, Inc.
P. O. BOX 608

NEW BRUNSWICK, N. J.

reminiscence of their personal friendship and the announcement that she furnished his wedding flowers approximately forty years ago, for the first dahlia wedding in the Washington area. Dr. Ernest N. Cory, Maryland's state entomologist, presented the award to Mrs. Brandt's daughter, Dorothy, for her mother.

University Program.

Other speakers at the banquet included Dick Harlow, Westminster, a well known former Harvard football coach; Dr. T. B. Symons, dean and director of agriculture; Dr. Ronald Bamford, associate dean, and Dr. I. C. Haut, chief horticulturist, all of the University of Maryland.

In an address enlivened by an attitude and a philosophy which put everyone in a jovial mood, Mr. Harlow gave the nurserymen from his experiences many good, down-to-earth pointers for working with customers. He boldly announced that nobody had a green thumb and that books were not always too helpful in growing plants, especially many of the rare and unusual types, and proceeded to prove his point. He assured the group that in order for a man to become a good grower it is necessary in the beginning to "plug it out." In the field of merchandising, he emphasized the need of a plant's being good when so advertised. Quite often, he observed, plants do not meet the catalog's description of lovely and thoroughly hardy. Be honest, he said, and you will make more flower lovers.

Under the title of greetings, Dr. Symons made a short but inspiring address. After congratulating the association on its growth and good work, he noted that the opportunities of the hour were great for nurserymen and urged all to awake to their potentialities. He told the group that he was not convinced that nurserymen had applied genius to the distribution of their products. Pointing to the joy of planting and the joy of decoration, he urged that the wonderful spirit of the love of plants be encouraged. The nurserymen were reminded of the new housing act and the possibilities it offered for the utilization of plant materials in both urban and rural areas. Dr. Symons lamented the wholesale building of apartment houses in urban areas. One of the essentials for appreciating a home he emphasized was that its surroundings be properly decorated with plants for family living.

Dr. Bamford described the plans for building a new greenhouse and the development of a horticultural

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KRAFT WRAPPING PAPER—
GUMMED KRAFT TAPE
Paper Towels—Toilet Tissue

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SISAL, COTTON, JUTE
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Packing, Shipping and Storage Supplies for the Nursery Trade.

Write for samples and prices.

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center at the University of Maryland. He said the project is being developed for research and the training of students. It will occupy an 8-acre site, be modern, be surrounded with model plantings and be something the nurserymen can be proud of when completed.

Dr. Haut detailed the plans under way at the university for a plant materials garden, which is to be a part of the general horticultural development outlined by Dr. Bamford. He stated that of all the students majoring in horticulture at the university one-half were interested in ornamental horticulture. This new ornamental setup, he advised, would function to train students in modern horticultural methods and aid nurserymen in identification and other problems. He requested the cooperation of the nurserymen in making the garden complete and efficient.

Sales Forum.

Following the banquet the entire afternoon was spent in a most profitable forum on merchandising. Two outstanding Washington salesmen were present to aid with the discussion. Bernard J. Nees, chairman of the governing committee of the Washington Stock Exchange, vice-president of the Tri-Suburban Broadcasting Co. and partner in the investment banking firm of Johnston, Leonard & Co., Washington, D. C., served as moderator and led the discussions. Everyone present took a personal interest in the program, and many valuable practical experiences were related.

Ferd Nauheim, Washington, D. C., who recently trained 5,000 solicitors for the Community Chest drive and who is prominent in sales-training work throughout the Washington area, outlined the principles of salesmanship. He emphasized the human angle. Personal conduct, sincerity and honesty were stressed. Mr. Nauheim also stressed the necessity

Chicago 7, Ill.

FAST, EFFICIENT ROSE TYING with SAXMAYER MODEL EM!



Designed for tying roses and other flowers quickly and neatly, SAXMAYER Model EM is a small, fully automatic electric portable tying machine. It's light in weight, so simple in construction even a child can operate it. Write for illustrated folder describing 20 standard SAXMAYER Models serving over 100 different industries.

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**NATIONAL BUNDLE TYER CO.
BLISSFIELD, MICHIGAN**

HORTICULTURAL PEAT

Wanted—Your 1950 Peat Business

Better equipped than ever to serve you. Fine grind horticultural peat packed in veneer crates or bulk cars; coarse grind wet peat also in bulk cars. Samples, analysis and rates furnished on request.

GET OUR PRICES BEFORE YOU BUY.

GEORGIA PEAT MOSS CO., Inc.

LAKE PARK, GA.



STAPLED WOOD PLANT BANDS

Sturdy plant bands made of cottonwood, securely fastened with two wire staples for quick setup.

Per 1000		Per 1000	
1 1/4 x 1 1/4 x 2 1/2	\$4.00	2 1/4 x 2 1/2 x 3	\$4.50
2 x 2 x 2 1/2	4.10	3 x 3 x 3	4.90
2 x 2 x 3	4.40	3 x 3 x 4	5.20
2 1/4 x 2 1/4 x 2 1/2	4.30	4 x 3 x 3	5.20
2 1/2 x 2 1/2 x 2 1/2	4.45	4 x 4 x 4	6.00

Shipped promptly from the factory in Illinois.

WOOD PLANT BANDS



"Easi-Off"

Saves time and labor. Bands are removed without cutting; therefore, the dirt ball and roots are not disturbed.

CAT.	Size in ins.	Weight per 1000	Per 1000
No. M-310-1	1 1/4 x 1 1/4 x 2 1/2	12 lbs.	\$3.75
No. M-320-2	2 x 2 x 2 1/2	15 lbs.	4.10
No. M-340-3	2 1/4 x 2 1/2 x 3	20 lbs.	4.50
No. M-350-4	3 x 3 x 3	21 lbs.	4.80
No. M-360-5	3 x 3 x 4	40 lbs.	4.95
No. M-391-4	4 x 4 x 4	40 lbs.	5.60

LIGHT WOOD FLATS

For handling and shipping all sizes of Plant Bands.

M-370:	holds twelve 1 1/4-inch Bands	.....	\$2.95
M-390:	holds twelve 2-inch Bands	.....	3.20
M-392:	holds twelve 2 1/4-inch Bands	.....	4.20
M-393:	holds six 3-inch Bands	.....	3.90
M-394:	holds six 4-inch Bands	.....	4.80

Shipped promptly from the factory in Michigan.

BIRD Vita-Bands

VITA-BAND 40: Growers are reporting outstanding results in vigorous well balanced growth. Exclusive nutrient treatment affords a liberal supply of balanced plant food. Transplanting shock eliminated, saving 1 to 3 weeks' setback. Sturdy fiber resin construction. Watering frequency cut 50%. For the longer growing periods of approximately 40 weeks.

VITA-BAND 10: Brings nutrient treatment to the low-priced plant band field. For the shorter growing periods of 8 to 10 weeks.

Size in ins.	Price per 1000	Vita-Band 40	Vita-Band 10
1 1/2 x 1 1/2 x 2 1/2	\$4.90	.....	\$3.00
1 1/4 x 1 1/4 x 2 1/2	5.49	.....	3.35
2 x 2 x 2 1/2	5.90	.....	3.65
2 x 2 x 3	6.95	.....	4.15
2 1/2 x 2 1/2 x 3	8.10	.....	4.75
3 x 3 x 3	8.10	.....	5.65
4 x 4 x 3	7.35	.....	5.35
4 x 4 x 4	8.95	.....	8.95

Sold in units of 1000 only.
F.O.B. Chicago, or East Walpole, Mass.

Tom Thumb FLATS

Made of heavy waterproof fiber resinous material. Use with Vita-Bands. The most economical way to sell potted annuals in dozen lots. Build sales and repeat business with easier-to-set-out potted plants in this neat package.

No. 1 for 1 doz. 1 1/4-in. Bands.
No. 2 for 1 doz. 2-in. Bands

Tom Thumb Flat Per 1000	Combination 1000 Flats 12,000 Vita-Band 40 Per 1000 Sets	Combination 1000 Flats 12,000 Vita-Band 10 Per 1000 Sets			
Size	Size	Size			
No. 1	No. 2	No. 1	No. 2	No. 1	No. 2
\$35.80	\$39.85	\$88.15	\$97.70	\$71.95	\$79.80

F.O.B. Chicago, or East Walpole, Mass.

AMERICAN FLORIST SUPPLY CO.

1335 W. Randolph St., CHICAGO 7
31 W. 27th St., NEW YORK 1

of the proper use of words. He said that the world would give a man anything if he asked for it in the proper way. Eliminate the word I, he cautioned, and substitute the word you. Sincerity, honesty and push, he noted, were essential in salesmanship.

Patsy Donofrio, G. Hale Harrison, Daniel Stoner and Clarence Price led discussions on magazine advertising, catalog sales, personal contact work and the utilization of show grounds. These discussions were most valuable, as they were backed by many years of experience of operation. F. N. Price Supplee, Philadelphia, contributed a number of valuable suggestions based on his broad experiences. He emphasized the need for the industry to support more fully horticultural activities.

The meeting closed with the election of officers, approval of \$5 a year annual membership dues, and a decision to hold a short course the latter part of February at the University of Maryland.

OKLAHOMA MEETING.

[Concluded from page 18.]

mental station. Dr. Cross reported on the crowded conditions in the horticulture school at the college, saying only six square feet per person was available for use when sixty square feet is needed.

"Tree Planting, Past, Present and Future," was the subject of an interesting and informative talk given by Harry Rigidon, of the state forestry service, Oklahoma A. and M. College. Mr. Rigidon traced the progress of the forestry service in the state, pointing out that twenty-five years ago there was one forest and today there are twenty-five forests.

"Today's Problems of the Landscape Nurseryman" was discussed by Mancill Allen.

Entertainment features of the convention consisted of a Tuesday luncheon in the Mirror room. Brunch was served for the ladies at the Warren Welch residence Tuesday, and a dinner was held for them at Beverly's restaurant, Tuesday evening.

The association voted to meet with the Texas Association of Nurserymen at Houston, Tex., when it holds its convention sometime in August.

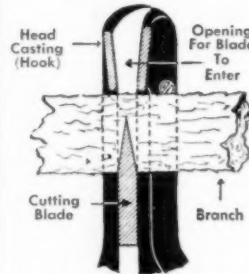
Albert E. Cavanagh, San Antonio, Tex., who is in charge of the peach mosaic program in Texas, advised nurserymen to select their budwood carefully and be sure of the sources of budwood stock.

Colored slides showing the latest equipment and fumigants for soil fumigation were shown by W. Peterson, of the Dow Chemical Co.

SEYMOUR SMITH

TELEPHONE TREE PRUNERS

Have Exclusive CENTER CUT



Branch is supported on both sides of cut by heavy side pieces, between which a thin-cutting blade slices large, tough branches with ease and speed. No damage to cutting edge. Bark does not draw into cutting parts. They are designed throughout for line clearing use.

They CUT EASIER, FASTER, AND LAST LONGER!

Write for details on our full utility line.

SEYMOUR SMITH & SON, Inc.
901 B Main St., Oakville, Conn.

NURSERY SQUARES RAFFIA—CANE STAKES ROCK GLASS—TINSELS COLORED SAND PEARL CHIPS

We allow discounts up to 20 per cent, depending upon quantity bought, with a few exceptions to any large quantity user, wholesale supply house or jobber.

Tear off coupon,
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NEW 1950 FREE CATALOG.

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SPECIAL PINNING NAILS

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1 to 5 cwt. \$12.50
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INDIANA MEETING.

[Continued from page 20.]

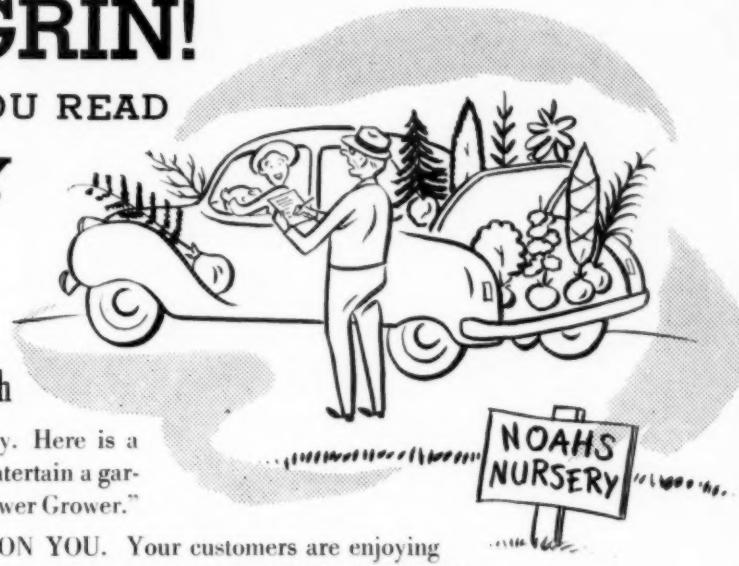
The presidents' dinner was held that evening, and Vice-president Robert Hoffman, Hoffman Nursery, Wabash, acted as toastmaster. There were entertainment by musical organizations of the university and a color film entitled "They Said It with Tulips."

After the dinner there was a round-table discussion at which Clarence E. Hoxic presided. Everything was discussed from corncobs to how high certain trees will grow.

Operating a Salesyard.

With another past president, Devol Ernst, presiding, Thursday's program started with a showing of slides by John Siebenthaler, Siebenthaler Co., Dayton, O., to illustrate a talk on "Present-day Trends in Landscape Planting." His brother, George, was to have given the talk, but was unable to attend. Dr. Chadwick assisted by taking the floor while Mr. Siebenthaler showed the slides. There were some fine pictures, along with some horrible examples of what not to do, in creating landscapes.

The program was changed a bit in order to allow Mr. Siebenthaler and Dr. Chadwick to depart early on account of threatening weather; so Mr.



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Patented Screens hold material against grinding cylinder until properly reduced. This is necessary for a perfect product. Two Hoppers: Upper hopper for materials to be ground. Lower hopper for loading only, or for turning the pile without grinding.

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PARAGON SPRAYER No. 3**

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Siebenthaler proceeded with his talk on "Things to Consider in the Operation of a Salesyard." He said a nursery salesyard could grow like Topsy or be well planned. If properly handled, it can add greatly to the profits of one's business. Mr. Siebenthaler discussed how he had observed salesyards in his own area, in the Detroit area where there are many, in California and in the Pacific northwest. The salesyard should fit your present operation whether you do landscaping or wholesale growing. It should be operated separately, but can be made to broaden your outlet. As to location, it should not be too far from your market, but it is not necessary to locate on a main highway. People do not mind driving out a way these days; however, consider your competition and have plenty of parking space.

Design your layout to fit your environment and make the construction attractive. Arrange materials so they will be easy of access and attractively placed. Plants must be healthy in appearance. Any leftovers can be planted in a "graveyard," where they may grow into valuable specimens for landscape jobs. Plants should be carefully labeled so customers can browse around until waited on. A large inventory of accessories can be carried in stock, some seasonal specialties, also cut flowers and gift shop items. The sales lot should have a good appearance the year around and should be inspected daily to maintain a proper appearance.

The sales personnel should be separate from the production force and should be well versed to answer all questions regarding landscaping and care of grounds.

Landscape Costs.

The dramatic appearance of a large wheellike colored chart introduced Ray Price, Price Nurseries, Plymouth, as the next speaker and caused everyone to sit up and take notice. This chart was called the dollar wheel and was divided up into pie-shaped sections to compute costs of landscape production. With the total on the chart being 100 per cent, Mr. Price allowed two to four per cent for overhead, five to six per cent for advertising, twelve to fifteen per cent for selling and design, twenty-five to thirty per cent for plant material, five to ten per cent for other material, five to six per cent for supervision, eight to ten per cent for labor, three to five per cent for transportation, one to one and a half per cent for guarantees, two per cent for taxes.

one per cent for liability insurance and employees' insurance, one to two per cent for depreciation of equipment, two per cent for losses, two per cent for capital investment and twelve to fifteen per cent for net profits.

There was much discussion, and nearly everyone made a copy of the chart. Mr. Price said he made a 100 per cent markup on plant material and also a 100 per cent markup on labor. He charges for time spent on the road by workmen and adds ten per cent to the regular price for a job out of town.

Merle Esterline, Eagle Creek Nurseries, Indianapolis, next spoke on "Costs Incident to the Production of Nursery Stock." In determining the cost of nursery stock, every item of expense in the nursery should be considered including nursery, greenhouse, salaries, maintenance of equipment and buildings, cost of tools, freight charges and feed for animals. His retail price is usually five times the cost of plants.

The Garden Shop.

The afternoon session was opened with a talk by A. H. Burger, of the One Stop Garden Shop, Elgin, Ill., on "What to Sell and How Best to Sell It." Mr. Burger told how he operated not only his nursery sales ground and landscape business but also a garden shop that carried and displayed over 300 items, from objects for attracting birds and items for children to fertilizers and small tractors. Mr. Burger has his forge shop where ornamental ironwork is done. He is planning to add a line of barbecue equipment.

Mr. Burger's complete assortment of stock makes his place a one stop establishment and attracts not only the garden lover seeking items for his own needs but those looking for gift items. He has eighteen departments. Mr. Burger said he liked selling garden furniture best, as there was more profit in it.

By advertising he brings many customers to his garden shop, which incidentally introduces them to his nursery.

The meeting was adjourned for a while, and R. B. Hull invited the group to make a tour of the campus to identify unusual plants and trees.

G. B. Wood, department of agricultural economics, talked on "The Fundamentals of Bookkeeping and Business Management." He stated that business failures are increasing and a study shows lack of good records as a major cause, as, without well kept records, management operates in the dark.

That evening a banquet was held



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Load "rocks" forward, is balanced on truck for easy hauling. This new "rocker" principle is fast and easy.

Williams & Harvey's NEW "ROCKER" MOVER* for BIG TREES

- Fits any standard truck chassis.
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- Two sizes available.
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SAVE REAL MONEY!

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SPECIFICATIONS

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Rain will not wash it off.

Tested by the B. F. Goodrich Chemical Co., with the cooperation of the Maine Dept. of Inland Fisheries and Game and by Frank's Market Garden, Springfield, Mass. Trial gallon, \$5.20. Available in 4-oz., 8-oz., 16-oz. and up containers for resale. Descriptive folder sent on request.

FRANK'S MARKET GARDEN
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in the North ballroom. R. B. Hull was toastmaster and introduced Dr. Louis Sears, of the department of history, who spoke on "Where We Stand." He left his audience in a most thoughtful mood after discussing political and economic conditions at home and abroad. The banqueters were entertained by the performance of the Purdue Glee Club and other entertainers. A square dance followed and then a Virginia reel.

Pointers for Beginners.

At Friday's program, Floyd Bass, another past president, presided. He introduced John J. Pinney, Willis Nursery Co., Ottawa, Kan., whose subject was "So You're Going to Start a Nursery." Mr. Pinney's remarks were not at all discouraging, and he proceeded to give pointers to beginners as well as to those already in the business. He painted an optimistic picture for the man who will operate on good principles. First of all, Mr. Pinney said, you must like your job. Is there good money in the nursery business? The outlook is rosy, Mr. Pinney said. There are ever-increasing opportunities for nurserymen. More industrial firms are landscaping their grounds, widening this field for nurserymen. There is a trend toward weather control by means of windbreak and shelter belt plantings. Local nurserymen could obtain much bulb business now going to mail-order houses.

Be sure that you sell top-quality nursery stock. It costs just the same to sell good or poor quality. Have popular material as basic stock in your nursery and do not gamble too strongly on new varieties. Do not grow material that you can buy cheaper wholesale; only grow plants hard to ship or difficult to buy. Mark up your stock three times the cost; just doubling is not enough. Other advice was to keep a record of your sales, subscribe to trade journals, join nursery associations, attend meetings, watch your credits.

Raymond Klackle, department of horticulture, then spoke on "The Story of the Dwarfs," giving some history relating to dwarfing trees and telling what advancement had been made.

Prof. F. L. O'Rourke, department of horticulture of Michigan State College, East Lansing, spoke of the "Trends in Education Affecting Nurserymen," in which he told about the nurserymen's course being offered at Michigan State College and what success the college was having in educating men for nursery and landscape work.



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with Rabbit Scat.
A repellent, not a
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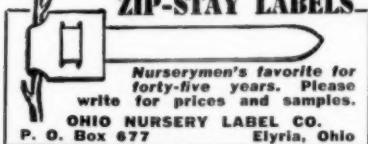
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WESTERN ASSOCIATION.

[Concluded from page 14.]

ferred particularly to the problem involved in the modern one-story houses, particularly of the ranch type, which sometimes present large expanses of wall space for treatment. With such architecture one cannot use big trees such as elms, which will overshadow and dwarf the low structure when the trees reach full growth. Smaller trees, such as flowering crab, tied in with the foundation planting, may supply an answer, or perhaps espalier trees and trellises may do so.

Foundation plantings, said Mr. Holmes, depend not only upon the architecture of the house, but on the personalities of the owners. The designer should learn the likes and dislikes of the owners so as to provide a planting that is pleasing to them.

In foundation plantings about one-story homes, spreading evergreens are useful, as are flowering shrubs of the horizontal-branching type. Upright-growing plants should be used sparingly. Ground cover plants are useful. Mr. Holmes suggested the introduction of colors, perhaps in the use of floribunda roses, to offset the dominance of the architectural features.

In general, Mr. Holmes urged avoidance of stereotyped design and plants. In some cities, he declared, one can tell what nurseryman did a planting by its style and the plants used. The foundation planting must become a unit with the house. From a sales point of view it is but the entry for obtaining a complete landscape job.

Concluding the landscape program, George Fisher, of the Kansas Landscape & Nursery Co., Salina, Kan., gave a talk on landscape planting costs, in which he presented figures carefully compiled from his company's jobs. These figures proved of much interest and will be presented with Mr. Fisher's talk in full in a subsequent issue.

Trade Exhibits.

In an adjoining room were trade exhibits staged by Cargill Seed Co., Minneapolis, Minn., lawn seeds; Old Orchard Gardens, Webster Groves, Mo., bulb counter boxes and display stands, painted aluminum garden markers of many types; Armour Fertilizer Works, Atlanta, Ga., plant foods; Eli Colby Co., Hanlontown, Ia., peat; Pearson-Ferguson Chemical Co., Kansas City, Mo., insecticides and fungicides; Ross Daniels, Inc., Des Moines, Ia., root feeder; Dybvig Nurseries, Colton, S. D., seed-cleaning machine.

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RED ARROW
GARDEN SPRAY

- Leaves no poisonous residue! Sure-kill combination of pyrethrum, rotenone and piperonyl cyclonene. Safe for humans and pets, non-toxic to plants, soil. So safe when used as directed that fruits and vegetables can be sprayed and served at once. Mix with water—a 35¢ bottle makes several gallons. Spray regularly to keep plants free of pests. Or use Red Arrow Dust with 1/4% Rotenone



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Write for prices

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MISSOURI MEETING.

[Concluded from page 14.]

be made, and Roland Kaetzel, Ben Houlihan and John Sanders were appointed a committee to have the gavel made.

The possibility of holding the 1952 convention of the American Association of Nurserymen at St. Louis was discussed, and the association went on record to extend the invitation to the A. A. N. If it is accepted the Greater St. Louis Landscape and Nurserymen's Association will assist the state nurserymen's association as hosts.

Missouri A. A. N. chapter 16 elected three delegates to the board of governors for the 1950 convention. They are C. Munz, Joe Weston and Edward Ambo. Their alternates are Charles Williams, Dale E. Wild and Roland Kaetzel.

KANSAS LUNCHEON.

A luncheon meeting of the Kansas Association of Nurserymen at Hotel Muehlebach, Kansas City, Mo., January 11, was presided over by President Jay Banta, L. R. Taylor & Sons, Topeka.

A discussion regarding entomological inspection fees in the state resulted in a vote of approval toward changing the scale for charges. In addition to the \$5 annual fee, it has been customary for the inspector to charge according to the distance from his location to the nursery for travel expenses. This seemed unfair to small nurserymen; so it was agreed that the proper authorities be contacted about making these charges according to acreage, instead of location.

The question of alternating between Kansas City and St. Louis as meeting places for the Western Association of Nurserymen had been brought up at a meeting of that association Wednesday morning. The Kansas association, which meets at the same time and place, went on record in favor of continuing the meetings at Kansas City.

SHRUBS and cut flowers for resale will be handled by the Highland Heights Florist & Nursery, which were opened November 1, at 3353 Summer street, Memphis, Tenn., by P. H. Mills.

NOW that James A. Lymburner has moved to 4074 Peachtree road, Brookhaven, Ga., to open a nursery and salesyard, his brother, Merritt H. Lymburner, is acting as business agent for the established business at Sparta, Mich.

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Two lengths

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Per 5000 lots, \$2.25 per 1000.
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Per 5000 lots, \$1.40 per 1000.

Prices for larger quantities quoted on request.
Prices F.O.B., Portland, Ore., or Tacoma, Wash.

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